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INDUSTRIAL CANADA

VOLUME I.

1900 - 1901.

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# INDUSTRIAL CANADA

ISSUED BY

The Canadian Manufacturers' Association.

Vol. I.

TORONTO, JUNE 30, 1900.

No. 1.

## TRADE WITH SOUTH AFRICA.

THE possibility of the extension of Canadian trade in South Africa has been brought to the attention of the Association by two communications of more than ordinary interest. These communications are from members of the Association, and point out lines in which our manufacturers should look for the extension of their market in South Africa.

The first letter is from Mr. J. M. Taylor, of The Dominion Radiator Co., Toronto, and the second is from Mr. A. W. Allen, of The Allen Manufacturing Co., Toronto.

Bearing upon this subject, they read as follows :

TORONTO, June 11, 1900.

W<sup>h</sup>en this number of INDUSTRIAL CANADA the Canadian Manufacturers' Association commences the issue of a regular

monthly bulletin to its members. The membership fee for the Association will cover subscription to this bulletin as well. With the rapid growth of the Association of late the need for some such bulletin has been felt in order that the members, who are now distributed throughout the whole of Canada, from British Columbia to Cape Breton, might have some means of keeping closely in touch with the work being done by the different committees of the Association.

It is for this purpose that the publication of INDUSTRIAL CANADA has been decided upon. There is no desire or intention to compete with any of the many trade papers already published and doing good work in developing advanced industrial and business methods. INDUSTRIAL CANADA will be sent out merely to show to our manufacturers, in an official way, what steps their organization—The Canadian Manufacturers' Association—is taking to advance the

Africa via New York. The following is a line of Canadian goods now sold on a small scale in South Africa: Pianos, organs, safes, bicycles, linotype machines, whiskey, letter files, odd lots of furniture and farming machinery. A line that might be marketed here promptly and in which the American manufacturers are doing a large trade is woodwork of all kinds, such as office, house and church furniture, doors, windows and manufactured woodwork, farming machinery, stoves, hardware, typewriters, registers, stationery, leather goods, canned goods of every kind, coal oil, candles, electric supplies, asbestos and mineral wool, carriages, wagons, wind-mills, paper, window blinds, flour and food stuffs, and rough timber." (He states that all the timber so far in South Africa is classed as American which is supposed to be a different continent from Canada and thousands of miles further

in New York. We Canadians, with Australians, New Zealanders, and the men of the Motherland, have, during the last few months, been carrying on a war in South Africa which is now drawing to a close. While in New York I found that every large manufacturer there was discussing South Africa and preparing to take advantage of the open market which they expect there so soon as the war is closed. They rightly anticipate that there will be a big boom on in South Africa in a few months. The British nation has been fighting to open a door, and through that doorway American goods will be the first to enter. Already, American commercial travelers are on their way to South Africa. In one large manufacturer's office, which I had business in, the head of the firm said to me, "If you have a few minutes to spare come into my private office, and I will show you the new Merchandise Importation and Exportation Act."

First, the organization of the Association into sections of those manufacturing the same line of goods, so that these manufacturers may discuss subjects which are of immediate interest to them.

Secondly, special committees are appointed to deal with special subjects that are of paramount importance to manufacturers in general, such as legislation, railways and transportation, tariff, etc.

Finally, the Association, as an organization of manufacturers of all classes with interests in every sphere of manufacturing activity, will be able to bring great intelligence, and great weight to bear, in the solution of difficult commercial problems.

This Association would, if completely organized, be a most powerful organization in the country, and be of the utmost value in securing needed reforms for its members. It would remove a great deal of that personal and local jealousy which at present operates to some extent in certain lines of trade and in certain localities in Canada. By bringing the manufacturers together, and making them better acquainted with each other, it will assist in securing a better understanding among the members of this class, a spirit of fair dealing and co-operation. The Association is taking to advance the

The Bill amending the Copyright Act was considered highly satisfactory. Legislation in this direction has been the result of agitation carried on for a considerable time by the Association, and the change now introduced will be of the greatest advantage to many industries in Canada. This Copyright measure will afford adequate protection for the publishing interests of Canada, and this means not only an advantage to the publishing industry but also to the papermakers, the printers, bookbinders, leather men, and different industries connected with publishing and distribution of books.

The amendment to the Bank Act was discussed at some length. The Association had formerly placed itself on record in opposition to the Government in this matter, and now it is recommended that, if possible, means be taken to secure a fairer distribution of the proceeds of insolvent estates in which banks are interested.

## TRADES AND INDUSTRY AND RECEPTION

Two joint meetings of the Association and the Trades and Industry Association have been held for the purpose of making arrangements for the annual meeting of the Association in August, and for the holding of a great



### EXECUTIVE COMMITTEE.

THE regular meeting of the Executive Committee of the Association was held in the Council Chamber of the Board of Trade, Toronto, at 2 p.m. on Tuesday, June 12.

President J. F. Ellis occupied the chair. After the reading of the minutes of last meeting, the following matters of business were dealt with:

The report of the Committee on Technical Education was received and accepted. An account of this report will be found in another column.

Communications were received from Mr. C. J. Osman, of The Albert Mfg. Co., Hillsboro', N. B.; Mr. J. M. Taylor, of The Dominion Radiator Co., Toronto; Mr. Frank Kent, of Messrs. Seaman, Kent & Co., Toronto, expressing regret at their inability to be present at the meeting.

Two communications were received from Mr. Harrison Watson, curator of the Canadian section of the Imperial Institute, expressing thanks for his election as a representative to the Congress of the Chambers of Commerce of the Empire, and offering his services in all matters that would advance the interests of members of this Association.

Also, a letter from Hon. G. W. Ross, in reply to a communication from this Association asking that the Canadian Manufac-

report in connection with additions to the membership; third, an announcement that all inquiries for Canadian trade received at the office of the High Commissioner and through the Canadian section of the Imperial Institute would be forwarded to the Association in future; and fourth, a recommendation that the Association issue regularly a monthly sheet to its members, giving an account of the proceedings of the different committees.

On the motion of Mr. P. W. Ellis, seconded by Mr. Gooderham, this report was adopted.

In the absence of Mr. C. H. Riches, chairman, the secretary presented the report of the Parliamentary Committee, outlining the work in connection with the different Bills before the Dominion House during the past month.

Mr. P. W. Ellis, in the absence of Mr. J. M. Taylor, presented the report of the Railway and Transportation Committee, pointing out the work that had been done in connection with different subjects of interest in this department.

The report was adopted.

Dr. Wickett presented the report of the Trades and Industry Committee and Reception Committee, outlining the project for holding a convention in connection with the annual meeting of the Association. It was resolved, however, that a special meeting of the Executive should be called to

received to the circular letter sent out by the Association relating to this subject. The letters were overwhelmingly in favor of concentration of energies at the Dominion Exhibition, and it was resolved that the President of the Association should interview members of the Government at Ottawa, once more, to urge very strongly on them the advisability of making a grant to the Dominion Exhibition.

The report of the Trades and Industry Committee and Reception Committee, outlining a programme for a two days' convention of manufacturers in connection with the annual meeting of the Association, was received. After considerable discussion, it was resolved that the project of carrying on this convention should be heartily undertaken by the Association, and that every means should be taken to make it a complete success.

Mr. P. W. Ellis then gave a short sketch of the work of the Association during the present year, and the remarkable increase in membership during that time.

The meeting then adjourned.

### TARIFF COMMITTEE.

THE question of the tariff and its relation to manufacturers was again brought into prominence this year by the introduction of the preferential

as to enforce its own order-in-council, so that the railway companies should not be permitted to openly disregard the commands of the Government of the country.

#### WINNIPEG TRADERS' LIST.

The question of discrimination in favor of Winnipeg jobbers against other merchant distributing goods from Winnipeg to local points was introduced by two or three communications received from members of the Association, and considerable discussion took place on this subject, but, as there was not sufficient information to deal with the subject finally, it was resolved to leave the matter over for still further consideration by the Association.

#### FURNITURE CARS.

The question of minimum weight for furniture cars was brought up by a number of communications received from furniture manufacturers throughout Canada, showing that the regulation providing for the minimum weight of 14,000 lb. per car was excessive in the case of furniture, for, as a rule, only from 8,000 to 12,000 lb. could be got into these 35-foot cars.

The secretary was ordered to prepare and forward to the Government the two railway

it as purely  
representatives were cordially received  
ment, and the members of the  
wait with interest the action  
be taken on this subject.

### FURNISHING COMMITTEE.

In the absence of Mr. J. P. Murray, in, Mr. J. O. Thorn, presented the report of this committee to the Executive, June 12th.

The report read as follows:

The work of furnishing the rooms of the Association has now been practically completed. The rooms have been beautified; chairs, tables, desks, cabinet or files, etc., have been provided.

The Committee also begs to acknowledge receipt of a handsome set of commodes and electric fixtures, presented by Mr. P. W. Ellis, and of several decoration purposes, from Messrs. Mark Co."

The Committee reports that the rooms have been handsomely furnished in a way that will be available for all sections of the Association, and that all conveniences are at the disposal of the members who may happen to be present.

contention, but, as a matter of fact, because, although this regulation has undoubtedly been in the classification for a number of years, still, in the majority of cases, no attempt has ever been made by the railway companies to enforce it until the present time, and so this enforcement now comes certainly in the nature of a new charge.

The reason why this regulation should be enforced now, when it was considered inadvisable to enforce it at the time it was placed on the statute books, seems hard to find.

Second,—The railways are guilty of discrimination in this matter, because, while enforcing this regulation in some instances and in some localities, they are not doing so in others. For instance, a manufacturer who has an office in Montreal and Toronto informs me that the regulation is being enforced at the Montreal office but not at his Toronto one, and there are many other instances of a similar nature. This is certainly discrimination.

Third,—The railway companies are taking advantage of this regulation, and seem to be much less careful in handling freight than heretofore; so much so that complaints are very general that goods are being damaged by the railway companies in transit, and that no redress is possible.

This leads to the last matter on which the Association desires to address your Department; namely, the matter of the meaning of the regulation, but how far



#### FOURTH CONGRESS OF THE CHAMBERS OF COMMERCE OF THE EMPIRE.

DURING the past week there assembled in London, England, the largest and most important trade congress in the British Empire. This was the Fourth Congress of the Chambers of Commerce of the Empire, which met in London on June 26th, 27th, 28th and 29th. This congress is held once every four years with representatives from all the different Boards of Trade, Chambers of Commerce, and similar commercial organizations throughout Great Britain and all her Colonies, and questions of importance to the commercial development of the Empire are there considered.

The following subjects appear in the official programme of business:

- "The Possibility of a Consultative Imperial Council,"
- "Commercial Relations Between the Mother Country, her Colonies and Dependencies,"
- "Development of British Central Africa,"
- "The Question of Bounties,"
- "Decimal System of Weights and Measures,"
- "Trade Marks,"
- "Municipal Trading,"
- "Secret Commissions,"
- "British Interests in the Far East,"

furnishing all kinds of trade information that comes into the hands of the Government to the manufacturers throughout the country, as does, for instance, the recently established commercial department of the Board of Trade in London, England, to English manufacturers.

Further correspondence is now being entered into urging on the Government the need of impressing still more forcibly on Customs officials the absolute necessity of more complete and accurate declarations from shippers and brokers, of goods exported and imported. Special care will have to be given to goods brought in or sent out via United States ports, particularly because of the risk of goods being improperly classified so as to bring them under the preferential tariff.

It is only by such methods that we can learn to what extent the home market is still open to us, and the Government be able to follow the development of Canadian industry.

The Executive, through the above committee, has now under consideration some important suggestions for the forthcoming census of the Dominion, of particular interest to manufacturers; but we may delay our report on these matters until next issue.

S. M. WICKETT,  
Chairman of Committee on  
Commercial Intelligence.

Watson is a Canadian, and spent the greater part of his life here, during which time he visited every important industrial centre of Canada. For a considerable time he was secretary of the Montreal Rolling Mills, and so was most intimately connected with manufacturing industry in Canada. Since his removal to England, he has been appointed curator of the Canadian section of the Imperial Institute, and has there rendered valuable service to Canadian manufacturers in the way of seeking out openings for Canadian products. Mr. Watson's services at this Congress will be invaluable, and he has already rendered every courtesy to the representatives of this Association. At this Congress, the representatives of the Canadian Manufacturers' Association moved the following resolution:

Whereas it is generally recognized that an advantageous commercial bond is the strongest link in National Unity, and that the maintenance and strengthening of trade is the keystone of a State's successful development;

And whereas the existence of an Empire is largely dependent upon the material prosperity of its people;

Therefore be it resolved: That, in the opinion of this Congress, the bonds of the British Empire would be materially strengthened, and the union of the various parts of Her Majesty's Dominions greatly consolidated, by the adoption of a commercial policy based upon the principle of mutual benefit whereby each component not, therefore, be anticipated, I trust the necessary allowance will be made by your Association. Of one thing you may rest assured, and that is that it is our earnest intention to proceed with the work and to get the new system in good running order at the earliest possible moment. Yours truly,

WM. PATERSON.

#### CANADIAN COPYRIGHT BILL.

Reference has been made elsewhere in this issue to the appointment of Mr. G. N. Morang as a representative to the Congress of the Chambers of Commerce which assembled in London, England, and to the arrangement made by this Association to have the Canadian Copyright Bill discussed there. Further credentials were also given by this Association to Professor Mavor, who has made a special study of the subject of copyright, to enable him to appear before this Congress as well. These two representatives have already appeared at the Colonial Office of the Imperial Government, and before the Lords Committee on Copyright, and the result is that this important question is now on a fair way to settlement.

The Canadian representatives presented their case with clearness and intelligence, with the result that the probability of any friction between the British Copyright Bill and the Canadian Copyright Bill has now been practically removed.

#### DOMINION EXHIBITION IN 1901.

THE question as to the advisability of Canadian manufacturers exhibiting at the Pan-American Exposition next year, or confining their energies to a Dominion Exhibition in Toronto, has been exciting a great deal of interest among members of the Association. At its annual meeting in February last the Association dealt with this matter, and passed a strong resolution endorsing the proposal to hold a Dominion Exhibition in Toronto, and recommending that the Province of Ontario and the Dominion of Canada be asked to assist in this enterprise. The resolution passed at the annual meeting was sent to the Government at once, and afterwards, when the deputation waited on the Government on April 18 to ask that a grant of \$100,000 be given in aid of a Dominion Exhibition at Toronto, Mr. J. F. Ellis, President of the Canadian Manufacturers' Association, accompanied the delegation in order to endorse this request and to assure the Government of the cooperation of the manufacturers in this matter.

But, as no declaration of policy was made in this matter by the Government, and as many of our members were anxious to find out just what should be done, a letter was sent out to all members asking their opinion as to whether Canadian manufacturers should endeavor to exhibit at both Buffalo and Toronto, or at Toronto

as are mentioned in this report, and others that Canada is now producing.

It is scarcely necessary to assure you that any information about Canada or her industries will be gladly furnished to your office or to any foreign merchants who address the office of the Association.

We trust that this Trade Index may be of some value to you, and remain,

Your obedient servants,

THE CANADIAN MANUFACTURERS' ASSN.  
T. A. RUSSELL, Secretary.

#### INSOLVENCY LEGISLATION.

The need of a Dominion system of insolvency law has been becoming more and more apparent and the Canadian Manufacturers' Association has for some time given the matter its consideration.

In order that a better idea of the shortcomings of the present law might be obtained and a line of improvement suggested, Mr. D. E. Thomson, of Thomson, Henderson & Bell, was invited to speak on the subject of the Insolvency Law in Canada at the banquet given by the Association in March last. The address was most interesting, and was heartily appreciated by all present. Mr. Thomson has since had this address printed, and has kindly presented to the Association copies to be distributed to the members. The members of the Association will appreciate this act of generosity on the part of Mr. Thomson when they receive copies of his address along with their copy of "The Canadian Trade Index."



## CANADIAN TRADE INDEX.

AT the Executive Committee meeting held on June 12th, the secretary presented a report outlining the work done in connection with the preparation of the Membership Directory of the Association, to be called "The Canadian Trade Index."

This index consisted of three parts :

Part 1.—Including an alphabetical list of members of the Association, their address and cable address, and a list of the important articles manufactured by them.

Part 2.—Including an alphabetical list of articles manufactured in Canada, together with a list of the manufacturers of each of these articles ; and

Part 3.—Including the advertisements of members desiring to make special announcements as to the character of goods produced by them.

The work of preparing this Directory was very considerable, for many members of the Association did not seem to appreciate the scope of this index, and, consequently, failed to send in any information as to their line of business or articles manufactured by them ; and, while some forwarded material for classification under at least 100 headings, others in the same line of business sent no information whatever. The work, however, of fairly arranging and compiling these was conscientiously tried selection of this time of the year.

It has been decided by the Association to

inquirers for information respecting Canadian trade. By this index, information about the Association collectively, and its members individually, will be distributed to all the important business centres of the world. The Association looks forward in the near future to the publication of a similar trade index in certain foreign languages, in order to introduce Canadian goods in the countries where these languages prevail.

While, therefore, the trade index for 1900 is by no means perfect, it is the beginning of the publication of what should be of the greatest value to our Canadian manufacturers, and it has incurred to the Association to which it belongs no expense whatever.

## SUGGESTED IMPROVEMENTS IN THE ANNUAL TABLES OF TRADE AND NAVIGATION.

AT the present time, the Honorable, the Minister of Customs has been giving considerable attention to the question of improved trade returns for Canada, in order that manufacturers and others might have more reliable information as to the character and quantity of the imports and exports of the country.

In this work the Canadian Manufacturers' Association has been lending its aid. The manufacturing interests and commerce of the country will be considered

## THE LATE WILLIAM CHRISTIE.

BY the death of William Christie, President of the firm of Christie, Brown & Co., Limited, Canada has lost one of her most successful business men. Coming to Canada from Scotland in 1849, as a young man of 20, Mr. Christie built up his business from year to year, until at the time of his death he was at the head of the largest biscuit manufacturing concern in Canada.

Mr. Christie was not only successful in his own business, but gave much of his time and attention to questions of interest to the country at large. He was for over 20 years a member of the Canadian Manufacturers' Association, served on its committees for a number of years, and was at one time Vice-President. In him the Association loses a valued member and an enthusiastic friend.

At the special meeting of the Executive, on Tuesday, June 19th, the following message of condolence was sent to the family of the deceased :

TORONTO, June 26th, 1900.

MRS. WILLIAM CHRISTIE, Queen's Park, Toronto.

DEAR MADAM,—Whereas, God in His infinite wisdom has seen fit to remove from our midst by death, our friend and associate William Christie, one of the oldest members of our Association, and at one time its Vice-President.

We, as an Association, wish to pay tribute to his sterling worth, his high character as a man, and his valuable services as Chairman Trades and Industry Committee.

## MEMBERSHIP COMMITTEE.

THE work of the Membership Committee, under the chairmanship of Mr. R. E. Menzie, of Messrs. Menzie, Turner & Co., Toronto, has been most successful. Since the opening of the present Association year, the membership has more than doubled itself and the firms added have been some of the largest and most representative in Canada.

During the month of May four meetings of this committee were held, and the following applications for membership were recommended to the Executive at its meeting on June 12th :

Montreal Cotton Co., Montreal.  
A. Ramsay & Co., Montreal.  
Pillow & Hersey M'fg Co., Montreal.  
Standard Drain Pipe Co., St. John's, Que.  
J. Arthur Paquet, Quebec, P.Q.  
Dominion Corset Co., Quebec, P.Q.  
La Manufacture de Meubles de Victoriaville, Victoriaville, P.Q.  
The Jas. Robertson Co., St. John, N.B.  
Provincial Chemical Fertilizer Co., St. John, N.B.  
Jos. N. Wolfe, Getson's Point, N.S.

Amherst Boot & Shoe Manufacturing Co., Amherst, N.S.

Alexander Logan, North Sydney, C.B.  
Edward L. Drewry, Winnipeg, Man.  
Body & Noakes, Winnipeg, Man.  
Okanagan Flour Mills Co., Armstrong, B.C.  
David Maxwell & Sons, St. Marys, Ont.  
Ontario Silver Co., Niagara Falls, Ont.  
Canadian Office and School Furniture Co., Limited, Preston.  
Dominion Organ and Piano Co., Bowmanville.

Canada Woollen Mills, Co., Hespeler.  
The Jas. Smart Manufacturing Co., Brockville, Ont.

W. Doherty & Co., Clinton.  
Anderson Furniture Co., Woodstock, Ont.  
Stevens, Hepner & Co., Port Elgin.  
A. R. Woodyatt & Co., Guelph, Ont.  
Brantford Carriage Co., Brantford.  
Brantford Packing Co., Brantford.  
Verity Plow Co., Brantford.  
Henry T. Reason & Co., London, Ont.  
Goderich Organ Co., Goderich.  
Canadian Cotton Batting Co., Hamilton.  
Mica Boiler Covering Co., Toronto.  
Dominion Show Case Co., "  
Gendron Manufacturing Co., "  
Blackwell & Co., "  
Allen Manufacturing Co., "

Warwick Bro's & Rutter, Toronto.

Massey-Harris Co., "  
Clarke & Clarke, "  
Millichamp, Coyle & Co., "  
A. H. Dewdney & Bro., "  
Eckardt Casket Co., "  
The Salvation Army (J. M. C. Horn), Toronto.  
The Fensom Elevator Works, Toronto.  
D. Gunn, Bros. & Co., Toronto.  
National Cycle & Automobile Co., Toronto.

## MEMBERSHIP CERTIFICATES.

In order that members of the Association might feel that the Association to which they belong had some official standing, and that they had something to show their connection with it, the Executive decided to issue membership certificates. These have been handsomely lithographed, and every member will receive a certificate with his name engrossed on it, and signed by the President and Secretary of the Association, and with the seal of the Association.

The certificates will also be framed and all ready to hang up in the office of the member. It is hoped that each member will give his membership certificate a prominent place in his office.



## IMPROVED GOVERNMENT TRADE REPORTS.

A COUPLE of months ago the important question of better trade returns was actively taken up by the Association, through the Committee on Commercial Intelligence, and the recommendations then made to the Government at Ottawa have been adopted in toto, as is shown by the appended letter from the Honorable Minister of Customs.

Up to the present, the returns of imports and exports have been prepared by the officers at the various Customs ports, of which there are about 110. There was thus considerable delay in the publication and lack of uniformity in the classification under the 1,400 or more headings. The Government is now establishing a central bureau at Ottawa to which all returns will be sent direct and there compiled by a single staff of officers. This centralization of work will make it possible to publish a complete monthly report in the place of the partial one formerly issued, which will allow a survey of our import and export trade such as was previously quite impossible. It will also permit of a much earlier publication of the Annual Tables of Trade and Navigation at the end of the year. We hope that this new central bureau will gradually develop into a still more complete commercial bureau.

all kinds of trade information

The following letter from the Honorable the Minister of Customs indicates the direction of the improvement:

OTTAWA, June 15th, 1900.

T. A. RUSSELL, Esq.,

Secretary, Canadian Manufacturers' Association, Toronto, Ont.

DEAR SIR,—I beg to acknowledge receipt of your letter of the 14th instant.

The resolution of the Executive of your Association expressing appreciation of the efforts I am making to secure the publication of more comprehensive and accurate trade returns, with promptness, is very pleasing to me.

The Department is now engaged in making the necessary arrangements for the establishment of the new Statistical Branch, and we are doing our very utmost to facilitate the work. A great many things in connection with the matter have to be attended to. We have had to rent a building outside the Government grounds, and the same is now being fitted up to suit our requirements. New books and forms have to be printed, and the officers have to be transferred from the chief ports throughout the Dominion.

We hope to be able to start the new branch on July 1st, and every effort towards that end is being put forth. It may be, however, that we will be disappointed in this. There are always more or less difficulties in establishing a new system to be encountered and got over. If we should

## BRITISH CONSULS.

THE following circular letter is being sent together with our "Canadian Trade Index," to all the British Consuls. This letter and Membership Directory should attract the attention of the representatives of the British Government in foreign countries, and will, no doubt, bring replies of interest from many quarters. The British Government has some 700 of these representatives in different parts of the world, and this index will inform them somewhat fully as to the position of manufacturing enterprises in Canada.

The letter reads as follows:

TORONTO, June 29th, 1900.

DEAR SIR,—The accompanying copy of our "Canadian Trade Index" comprises most of the important manufacturers of Canada, together with the articles they produce. To you, as a representative of Great Britain, this is sent, for at this time all the parts of the Empire are being more and more closely knit together, and each representative becomes in reality a representative of Greater Britain.

The manufacturers of Canada desire to extend the sphere of their trade, and are seeking outlets for many of their products whose character this book will sufficiently indicate. Our manufacturers would feel deeply indebted to you if you would communicate to our Association any inquiries that you may receive for such goods.

## ❖ The First Convention of Manufacturers of Canada. ❖

SINCE the reorganization of the Canadian Manufacturers' Association, the growth of its membership has been so rapid and extensive as to have made it now a distinctly representative body of Canadian manufacturers. That it is not a local institution is evidenced by its membership covering six out of the seven Provinces, with an officer for each Province represented.

The members of an institution so extended in its territory should come together at least once a year, and the time chosen for the meeting should be most suitable to the convenience of the greatest number.

It may not be necessary to point out that experience has shown that the early fall is the most opportune time to hold our industrial exhibitions, and so the time chosen for holding the annual meeting is when the Toronto Exhibition will have been opened, making it of more than Association interest for distant manufacturers to visit Toronto. Transportation fares at

hold at the time of its annual meeting a convention of manufacturers, and those who are not members of the Association are cordially invited to attend.

This will be the first convention of manufacturers held in Canada, and the importance of the occasion promises to make the gathering one of the most influential bearing on the industries and commerce of the country.

A phase of the convention which will add greatly to its interest, and promises to make the meeting very large, will be the gathering of many of the inter-association guilds, such as The Piano Guild, The Iron Moulders' Guild, The Leather Guild, etc.

Subjects of deep importance to each industry will be dealt with, and any branch of industry desiring to bring forward any special feature may have it considered by the best experience.

Manufacturers who have not organized their industries into associations should do so at once, and arrange to be present. No manufacturer can afford to stay away from

separately by each particular industry, and, as a whole, by leading men of industry, Government, railways, banking, etc.

Every public-spirited employer of labor must recognize that in the general increase of prosperity he has his share. It must appeal to him, therefore, that not only should he lend his full support to the Canadian Manufacturers' Association by attending the convention, but, if he appreciates the value of labor to the advancement of his country's interests, he will recognize that he should bring the other manufacturers in his industry to the convention in a body.

The Canadian Manufacturers' Association, whose headquarters are at room 601, Board of Trade Building, Toronto, has appointed several committees to look after the different requirements tending to the success of the convention, one being a reception committee of ladies, who will help the wives and daughters of visiting manufacturers to enjoy their stay in Toronto.

The Secretary, Mr. T. A. Russell, will be glad to give any information required. And now, when you have finished reading this, start at once in forming your plans so that you can attend the largest gathering of manufacturers ever held in Canada.



# INDUSTRIAL CANADA

ISSUED BY

The Canadian Manufacturers' Association.

Vol. I.

TORONTO, JULY 20, 1900.

No. 2.

## SOUTH AFRICA FOR CANADIAN MANUFACTURERS.

IN the discussion of this question at the meeting of the Trades and Industry Committee the following questions were investigated:

### EXTENT OF THE MARKET.

That depends on the population, which is approximately as follows:

#### Population.

	Dutch.	British.	Total Whites.	Blacks.
Cape Colony and Bechuanaland.....	265,200	194,800	460,000	1,150,237
Basutoland.....	300	350	650	218,000
Orange Free State.....	78,100	15,600	93,700	129,787
Natal and Zululand.....	6,500	45,500	52,000	652,000
Transvaal.....	80,000	123,650	203,650	650,000
Rhodesia.....	1,500	8,500	10,000	250,000
Totals.....	431,600	388,400	820,000	3,050,024

### THE INDUSTRIES.

These are, briefly, pasturing, little systematic agriculture being followed, and mining. Gold and diamonds are mined extensively; coal, silver and copper less extensively. It has been said that you cannot name a metal that is not found in the Transvaal. It is not, and many think never will be, a manufacturing country, owing to lack of water-power, etc. While there are manufacturing establishments in certain lines, e.g., wagons, breweries, distilleries, etc., they have not yet attained to large dimensions.

### THE EXPORTS AND IMPORTS.

The following figures, taken from the report of Thos. Moffat, Canadian Government agent at Cape Town, give the amounts for Cape Colony, and these are fairly representative of South Africa generally:

#### Exports.

Colonial products (merino wool, mohair, hides, etc.).....	\$20,755,720
Diamonds.....	22,834,485
Gold (raw).....	76,972,210
Imported goods re-exported.....	1,554,650
Specie.....	4,476,440
	\$126,593,505

#### Imports.

The following is a classification of the imports into Cape Colony for 1898:

Agricultural implements.....	\$ 476,220
Ale and beer.....	636,260
Apparel and slops.....	3,900,095
Bags (all sorts).....	296,800
Books (printed).....	772,415
Butter, including margarine.....	818,855
Candles.....	226,130
Carriages, carts and other wheeled vehicles.....	1,108,335

Cement.....	334,360
Cheese.....	353,290
Chicory.....	56,800
Coals, coke and patent fuel.....	898,405
Coffee.....	1,205,600
Confectionery, cocoa and chocolate.....	518,435
Corn, grain and meal—	
Flour.....	368,590
Oats.....	30,580

Maize.....	309,580
Wheat.....	4,185,070
Cotton manufactures.....	5,657,525
Drugs and chemicals.....	1,551,460
Dynamite blasting compound powder.....	579,945
Earthenware and crockery.....	445,325
Furniture and cabinetwork.....	1,767,400
Gunpowder, including powder in cartridges.....	548,825
Guns and gun barrels.....	159,590
Haberdashery and millinery.....	6,384,685
Hardware, cutlery & ironmongery.....	4,430,635
Hats (all sorts).....	544,420
Iron, bar, rod and sheet.....	161,500
" corrugated and galvanized.....	1,080,235
Jewelry and plated ware, including clocks and watches.....	690,835
Lead, bar, pipe, sheet and shot.....	106,145
Leather and leather manufactures, including boots and shoes.....	2,940,225
Linen manufactures.....	215,115
Machinery, all kinds.....	5,351,600
Meats, viz: salt and preserved.....	964,130
Oil, viz: mineral.....	306,670
Paints and colors, including turpentine and varnish.....	338,375
Pipes, iron and earthenware.....	752,085
Provisions, oilman's stores.....	2,953,860
Rice.....	426,400
Saddlery and harness.....	363,335
Soap, common.....	451,885
Spirits, all sorts.....	791,180
Stationery, inc. printing paper.....	1,528,865
Sugar, not refined.....	1,934,665
" refined or candy.....	228,635
Tea.....	505,650
Tobacco, unmanufactured.....	29,680
Manufactured cigars.....	242,195
All other kinds of tobacco.....	455,235
Wine.....	310,615
Wood, unmanufactured.....	1,050,235
" planed or grooved.....	657,780
" manufactured (other than furniture).....	663,305
Woollen manufactures.....	1,807,585

Total value of principal and other articles of mds.....	\$76,324,745
Value of Colonial Government articles.....	6,782,025
Grand total imports.....	\$83,106,770

## NOTICES OF MEETINGS.

Executive Committee—Tuesday, August 14, at 2 p.m., in Association offices.

Annual meeting of the Association and convention of Manufacturers, Toronto, 10.30 a.m., Aug. 30.

The total imports into British South Africa for 1898 were as follows:

Articles of food and drink.....	\$26,377,020
Articles of personal use.....	20,718,495
Animals, alive.....	140,595
Builders' materials.....	5,952,020
Drugs and chemicals.....	2,855,570
Explosives.....	1,737,045
Goods (unenumerated) by parcel post.....	1,172,575
Hardware, cutlery & ironmongery.....	6,602,185
Household requisites.....	8,384,025
Iron and steel.....	3,370,960
Leather, manufactured (not boots and shoes).....	2,128,865
Machinery.....	7,717,320
Other articles.....	6,359,335
Paper, books, etc.....	3,024,300
Stores for Government.....	8,435,160
Textile manufactures.....	9,127,160
Vehicles and vehicular materials.....	4,516,480

Total.....\$118,629,110

For 1899 the total imports were \$140,547,380.

The imports to Canada for the year ending June 1, 1899, were \$162,764,000, so that the imports into British South Africa compare very favorably with those coming into the whole of this country.

Then, it is to be noted that the articles which form the chief items in the imports into South Africa are such as are produced in Canada. "South Africa, while it leads the world in the great industry of mining, and comes well to the front in others, yet remains far behind in the power to provide for its own vital requirements, let alone the provision of luxuries, or mechanical appliances and materials for her industrial development." As a consequence, it stands without parallel as an open market for every conceivable article of over-sea manufacturing products, "one noteworthy feature of this market being the special requirements for the satisfaction of the wants of its native population, the nature of which increases with their advance in white civilization."

Of these enormous imports, about 75 per cent. go into South Africa via Cape Colony; the rest enter through the ports of Natal and Delagoa Bay.

In order to estimate the present share that Canada has in this trade, one has to



refer to our annual tables of Trade and Navigation, when it is found that, for the year ending July 1st, 1899, the exports of Canadian products to South Africa totalled \$222,473; while the exports of the United States to the same country during that period were almost \$16,000,000. As a matter of fact, the United States shipped a greater value of agricultural implements to South Africa than Canada did of all her products put together.

#### WEALTH OF THE COUNTRY.

South Africa, and particularly the Transvaal and Orange Free State are known to be reservoirs of natural wealth. Throughout great regions of the country there are inexhaustible stores of gold, diamonds, mineral wool, and other products. In addition, the coal deposits of the Transvaal are estimated to exceed those of Great Britain by 37,000,000,000 tons. The gold output of the Witwatersrand gold mines during 1898 was \$75,000,000, and the total revenue of the Government of the Transvaal for 1898 was \$16,000,000, while its white population was only 200,000. If the Government expenditures in Canada were carried on in the same proportion there would be an expenditure of \$400,000,000 per year instead of some fifty odd millions as at present.

Further, all these mining industries require the most perfect and valuable mining machinery, and for many years to come there will be in South Africa openings for the very best class of mining machinery.

#### TRANSPORTATION FACILITIES TO SOUTH AFRICA.

For letters there is the regular Imperial penny postage. Cabling costs \$1.23 per word. Parcels post is established between Canada and South Africa, the charge being for the first pound 28c., and for each succeeding pound up to 11 lb. 26c., making the total cost for sending 11 lb. parcel post, \$2.88. Express companies handle goods to South Africa at the rate of about \$10.50 per 100 lb. Passenger service is via London, England, and costs approximately \$180 from Toronto to Cape Colony.

Freight transportation is via New York, between which port and South Africa there are about three sailings per month. The approximate cost of transportation in some of our leading lines are as follows: New York to Cape Town—Bicycles, cottons, automobiles, 50s. and 10 per cent. primage per 40 cubic feet; harvesters, furniture, paper in bales, 37s. 6d., and 10 per cent. primage, per 40 cubic ft.; hardware, 40s. and 10 per cent. primage, per 40 cubic ft., or 2,240 lb. ship's option. For rates to Algoa Bay add 2s. 6d. and primage, and to Port Natal and East London add 5s. and primage. These rates are, of course, only approximate. Rates from different manufacturing centres in Canada to New York can easily be found on application to the railway companies. Many of them are at present available from the office of this

Association. These rates, of course, vary from time to time, and are only given for certain industries. They will, however, be sufficient to give a general impression as to the cost of transportation to South Africa.

In comparing these rates with rates to western points, it has been found that in most cases manufacturers situated, say, in Toronto, can ship goods to Cape Colony for less than it costs them to ship the same goods to Victoria or Vancouver, in the Province of British Columbia. So that it would appear that the cost of transportation to South Africa should not be an insuperable impediment to our Canadian manufacturers.

#### MONEY AND BANKING.

The coinage used in South Africa is English coinage, of pounds, shillings and pence, and the English system of weights and measures is in use. Banking facilities in South Africa are good. There are not many banks in the country, but each has a number of branches. For instance, the Standard Bank of South Africa has about 100 branches situated in all the different cities and towns.

#### CUSTOMS REGULATIONS.

The customs tariff for the different South African colonies is not high. There is a Customs Union to which most of the different colonies adhere, and which gives a preference to the goods entering each colony from any other that is part of the union. In the tariff many articles are upon the free list, while others are, generally speaking, charged at the rate of from 7½ per cent., and in some few cases 20 per cent. ad valorem. One of the results of the war will, no doubt, be the remodelling, to some extent, of the Customs regulations in the different colonies, and possibly the adoption of a uniform tariff for the whole of British South Africa. If it could be possible to have such a tariff adjusted upon the basis of preference to Great Britain and her colonies, Canada would receive an advantage in her trade relations with South Africa which would be of unbounded value.

#### COST OF LIVING.

The cost of living is somewhat higher in South Africa than in Canada, the charge for the best hotels in the large centres being from 10s. to 20s. per day, but very liberal discounts are allowed when visits of some length are made. The cost of transportation is high, fares being generally 3d., 2d. and 1d. per mile, according to class, but reductions are made for longer distances. Commercial travelers are permitted to travel first-class on payment of second-class rate.

#### COMMERCIAL TRAVELERS.

The influx of commercial travelers from England and America has been great, about 300 licenses being granted in Cape Colony alone during 1898. Their expenses are, as a rule, fairly high. The cost of a license in Cape Colony is £25, in British Bechuanaland and Natal, £10. The travelers of larger houses, as a rule, only visit the important wholesale and importing firms. These are situated principally at the ports and in some inland towns, but others have sold on credit to small inland firms. This practice, however, has hardly been found advisable, as some of these firms engage in larger transactions than their means justify. The usual route of commercial travelers in South Africa is as follows: Cape Town, Port Elizabeth, Graaff-Reinet, Middleburg, Grahamstown, East London, King Williamstown, Queenstown, Durban, Pieter-

Maritzburg, Johannesburg, Pretoria, Kimberley, Bloemfontein, Beaufort West and Cape Town. Expenses run from £2 to £3 per day. Commercial travelers and representatives should be furnished with a complete assortment of patterns and samples, and the establishment of sample depots has answered well. The Americans in particular have attached importance to exhibiting their samples, and, although it is expensive, have usually found it to pay, for economy in this matter is usually a mistake.

#### ADVERTISING.

Any advertising that is done in South Africa has to be done well, and poorly got up catalogues will not be of any use in the introduction of goods, for the Americans in particular have sent in admirable catalogues and price lists, giving exact information about their articles.

#### PACKING.

The packing of goods must always be well done, and done according to the wishes of the customer, and not to suit the idea of the shipper at home. Boxes about 40 or 50 inches square are best, and they should be quite full, leaving no empty spaces. Several small boxes are preferable to one large one, for they have often to be sent long distances in the interior, and they are subjected to rough handling. The external covering of goods in boxes should be, as far as possible, waterproof, and every means taken to have the goods laid down in the South African market in an attractive manner.

#### TERMS OF CREDIT.

Terms of credit vary in South Africa, as in every other country. Credit of from three to six months is, as a rule, granted to firms of good reputation. Some houses settle against bills of lading at 30, 60, 90 or 120 days sight. Some firms pay cash through German or English houses on the sale of the goods. The amount of credit will, of course, be regulated according to the circumstances of each case, and manufacturers who have never before done a direct export trade with South Africa should make thorough study of the market and of relative circumstances. The chief point is, and always will be, to supply customers punctually and rapidly with the exact article he requires and in the exact way he prescribes.

#### PROSPECTS IN SOUTH AFRICA.

On this point Mr. Thomas Moffatt, Canadian Government Agent in South Africa, who is now in Canada, writes:

"A HOPEFUL VIEW.—In conclusion, I venture to think that a review of the whole situation shows the commercial position in South Africa to be essentially sound. When we recollect the state of uncertainty as to the future existing at the beginning and middle of the year, sufficient to stop all enterprise, one cannot but be struck at the way trade has kept up, as evidenced by the Customs returns, the railway, postal and telegraph receipts. From this I think we are warranted in drawing the conclusion that when the war has been brought to a thoroughly successful termination, and peace restored on a permanent basis, by the complete incorporation of the republic within the Empire, thus eliminating the cause of the political unrest with which South Africa has been afflicted the last 10 years, we may expect the opening of a fresh era in the progress and prosperity of South Africa. Confidence in its political future having been restored, coupled with the world-wide advertisement which recent events and the war have given this country, will, I think, lead to a large influx of capital

**Remember the Manufacturers' Holiday, August 30.**



and population, and a consequently increased and more vigorous development of our resources."

#### HOW TO TAKE ADVANTAGE OF THIS OPENING.

On this point nearly all communications received by the Association, whether from members engaged in export trade there, or from outside authorities, are emphatic in assuring that the mere sending of catalogues, etc., into South Africa, will not open up trade. It will, of course, help to introduce the name of Canada and Canadian houses, but there must be direct representatives of our manufacturers there in order to develop a trade of any value. The expense of sending a representative is very great. It might therefore be advisable for our manufacturers to unite together in some number, so that say ten or a dozen undertake to send out a representative with samples in their different lines, and this representative could furnish direct information on all points desired by the exporters at home, and could also open up trade in many of the large centres of South Africa. If our manufacturers feel interested in this, the Association will be glad to cooperate by finding others of its members who desire to take part in such a work. In this connection, it is well to emphasize a point which was dwelt especially upon by American manufacturers at the convention of the National Association of Manufacturers of the United States. It was the fact that the entrance of other competitors from our own country into a foreign field does not mean loss for the firm already there, but rather that the selling of his goods will be easier, for in a distant country it is not a particular firm's name that is connected with goods, but rather that of the country from which they come. Thus, the clothing which is sold is not regarded by the consumer so much as the product of a certain firm, as that it is Canadian, American, or German, as the case may be, and consequently, the more who enter into the field of export trade in South Africa, the greater is the prominence given to Canadian manufactures, and, consequently, the easier it is to advertise them for sale.

#### EXECUTIVE COMMITTEE.

THE regular meeting of the Executive Committee of the Association was held in the Council Chamber, Board of Trade Building, Toronto, at 2 p.m. on Tuesday, July 10th.

Present were: J. F. Ellis, Chairman; C. R. H. Warnock, of Galt; J. D. Pennington, of Dundas; Geo. H. Lees, of Hamilton; J. O. Thorn, W. K. McNaught, Thos. Roden, P. W. Ellis, C. H. Riches.

The minutes of last meeting were read and adopted.

A communication was read from Hon. Wm. Paterson, dealing with the issue of the monthly returns of trade and commerce to the members of this Association.

Moved by Mr. Ellis, seconded by Mr. Booth, that the Secretary find out the cost of the monthly returns of this Department, and see what arrangements can be made.—Carried.

A letter was read from Mr. Thorn re the grant by the city council to the Industrial Exhibition.

Moved by Mr. McNaught, seconded by Mr. Thorn, that in the opinion of this Association it would be a great loss to

Canadian manufacturers generally if the proposed Dominion Exhibition, to be held in Toronto during 1901, were abandoned on account of the failure of the Dominion Government to make the grant asked for, and they would strongly urge upon the Industrial Exhibition Association the advisability of holding the exhibition even without the aid of the Dominion Government, but securing the money proposed to be asked for from the city of Toronto (\$200,000), and also to procure the assistance of the Ontario Government and other Provincial Governments that can be interested in the project.—Carried.

A second letter was read from Mr. Thorn raising the question of possible improvements in the working of the patent office and the patent laws.

Moved by Mr. Thorn, seconded by Mr. Booth, that the Secretary be instructed to correspond with the various patent solicitors who are members of our Association, asking their views regarding the working of the patent office, and also asking for any suggestions they may have to offer regarding improvement.—Carried.

Mr. Ellis, in the absence of Mr. J. M. Taylor, presented the report of the Railway and Transportation Committee, and moved the adoption of the report, seconded by Mr. Pennington.—Carried.

Moved by Mr. Thorn, seconded by Mr. McNaught, that the Minister of Railways and Canals be asked to notify the Canadian Manufacturers' Association of any changes proposed in rates and classifications of the railway companies before these are approved of by the Governor-in-Council, in order that criticism may be possible.—Carried.

The Secretary presented the report of the Trades and Industry Committee, giving an account of the holding of a meeting to discuss trade with South Africa, and presented resolutions dealing with—

First. The procuring of information on this subject for the members of the Association;

Second. Improved steamship communication with South Africa;

Third. Preferential tariff among British Colonies.

Moved by Mr. McNaught, seconded by Mr. Ellis, that the report be adopted.

Moved by Mr. Thorn, seconded by Mr. Warnock, that an effort be made to have Mr. Moffat, Canadian Government Agent, appear before our Association to discuss this subject, and that the question of appointing a representative in that country be deferred until that time.—Carried.

The Secretary presented the report of the Committee on Commercial Intelligence, outlining suggestions for improvement in the census to be taken next year.

Moved by Mr. Lees, seconded by Mr. Pennington, that the report be adopted.

Mr. Thorn presented the report of the Membership Committee, with the following applications for membership: Edward L.

Drewery, Winnipeg, Man.; Canadian-American Music Co., Toronto.

Moved by Mr. Thorn, seconded by Mr. Warnock, that the report be adopted.—Carried.

The Secretary presented the monthly report in connection with the work of the office, the preparation of "The Canadian Trade Index," and the publication of No. 1 of INDUSTRIAL CANADA.

Moved by Mr. Roden, seconded by Mr. Riches that the report be adopted, and that the thanks of the Association be tendered to the Secretary for the manner in which "The Canadian Trade Index" had been prepared and sent out, and also for the satisfactory issue of No. 1 of INDUSTRIAL CANADA.—Carried.

Mr. Roden presented the report of the Reception Committee, outlining preparations for the annual convention in connection with the annual meeting of the Association, and moved the adoption of the report, seconded by Mr. Thorn.—Carried.

Moved by Mr. Thorn, seconded by Mr. Lees, that this Association desires to express its appreciation of the greatly improved, up-to-date and business-like postal delivery recently inaugurated in the cities of Montreal and Toronto, and that a copy of this resolution be forwarded to Hon. Wm. Mulock, Postmaster-General.

The meeting then adjourned.

#### TRADE WITH RHODESIA.

FROM far-off Rhodesia a letter has been received by the Association, from a commission agent desiring to handle the products of Canadian firms in that country. The letter is dated May 30, and occupied six weeks in coming.

The letter gives a most intelligent survey of the condition of trade affairs in South Africa, and the efforts which are being made by American and German firms to introduce their goods in that country. Many valuable points of information are brought out as to means that should be taken to bring forward the products of Canada in a country which is admirably suited to become one of its important markets.

The writer is very anxious to obtain the agency of firms representing different classes of manufactures, and appears to have an extensive knowledge of the country. He furnishes the highest references as to his standing in South Africa, and in every way seems to be fitted to represent Canadian firms anxious to do trade in the heart of South Africa.

If any of our manufacturers are interested in this line, the Secretary will be glad to furnish this letter for perusal. The fact that it has been received by the Association shows that Canada is being widely and favorably known in South Africa, and that now is the time for our manufacturers to take advantage of this publicity.

Members will kindly give their membership certificates a conspicuous place in their offices.



# Industrial Canada.

Issued about the middle of every month by

The Canadian Manufacturers' Association.

Subscription included in membership  
to the Association.

## OFFICERS OF THE ASSOCIATION, 1900.

### PRESIDENT:

J. F. ELLIS, - The Barber & Ellis Co., - Toronto.

### FIRST VICE-PRESIDENT:

P. W. ELLIS, - P. W. Ellis & Co., - Toronto.

### ONTARIO VICE-PRESIDENT:

R. E. MENZIE, - Menzie, Turner & Co. - Toronto.

### QUEBEC VICE-PRESIDENT:

HUGH WATSON, Watson, Foster & Co., Montreal.

### NOVA SCOTIA VICE-PRESIDENT:

D. W. ROBB, Robb Engine Works, Amherst, N.S.

### NEW BRUNSWICK VICE-PRESIDENT:

C. J. OSMAN, - Albert Mfg. Co., - Hillsboro, N.B.

### MANITOBA VICE-PRESIDENT:

F. W. THOMPSON, Ogilvie Milling Co., Winnipeg.

### TREASURER:

GEO. BOOTH, - Booth Copper Co., - Toronto.

### SECRETARY:

T. A. RUSSELL, - - - - - Toronto.

Address all communications to the Secretary,  
Canadian Manufacturers' Association, Board of Trade  
Building, Toronto.

**TORONTO, JULY 20, 1900.**

MANY inquiries have been received at this office as to the connection existing between the Canadian Manufacturers' Association and The Canadian Manufacturer, and again, between The Canadian Manufacturer and INDUSTRIAL CANADA, It is therefore necessary to draw the attention of the members of the Association to the present relation of the Association to The Canadian Manufacturer.

The Canadian Manufacturer was not at any time owned by the Manufacturers' Association, but was for a number of years used as its official organ, and had in it a certain amount of space devoted to the work of the Association for which arrangements had been made. The paper was, however, throughout, the property of an independent company, and did not belong in any way to the Manufacturers' Association. Following the annual meeting, in February last, this connection between The Canadian Manufacturer and the Canadian Manufacturers' Association was dissolved, and The Canadian Manufacturer ceased to be the official organ of the Association, and is, therefore, a purely independent trade journal, and not connected in any way with the Association.

INDUSTRIAL CANADA, on the other hand, is a publication issued by the Manufacturers' Association, not in any sense as a rival trade journal, but merely to give in complete form the work which is being done by the different committees of the Association. It is entirely under the control and management of the Association, and its finances are one with those of the Association.

## Manufacturers' Convention.

With the arrangements that are now proceeding for the holding of the convention of manufacturers in Toronto during the first week of the Exhibition, it is necessary to draw attention to the facilities available through the office of this Association to manufacturers visiting the city at that time. The Secretary will be glad to hear from all manufacturers who propose to be in Toronto and to make any possible arrangements for their accommodation, either at hotels, or at private boarding-houses, during their stay. Any other information or services of a like nature will be gladly performed if manufacturers will communicate with the Association.

## South-African Agent.

Mr. Thos. Moffatt, Canadian Government Agent in South Africa, expects to be in Toronto during the week beginning July 23, and will make the office of the Association his headquarters.

Any manufacturers who desire to meet with Mr. Moffatt for the purpose of discussing trade with South Africa, are asked to communicate with the Secretary, who will endeavor to inform them as to the exact time when Mr. Moffatt will be here.

## Office at the Toronto Exhibition.

The Manufacturers' Association has made arrangements for the room which has been for some time occupied by it on the Exhibition grounds during the two weeks of the Fair. Manufacturers are cordially invited to make this office their headquarters, and to there apply for any information about the Association. The room is in the press building, near the offices of the Industrial Exhibition Association.

## Tariff Number of The Canadian Manufacturer.

We are in receipt of the Tariff Number of The Canadian Manufacturer, giving, in full, the tariffs of Canada, United States, Newfoundland and Great Britain, with an index to the same. This edition has been very carefully prepared, and should furnish to manufacturers throughout Canada valuable information as to the tariff rates in the countries to which they send the greater part of their shipments.

## Directories.

Our attention has been drawn by a member to the fact that canvassers are soliciting advertisements for an International Directory published in London, England, in which Canadian and United States manufacturers are all classed under the one heading of American and Colonial Industries.

It certainly behooves Canadian manufacturers to protest against Canadian industries being classed under American headings, and they should see that our industries

receive proper national recognition before they assist any directory by advertisement or subscription.

## Statistical Work.

We have pleasure in announcing the appointment of Robert Telford, B.A., lately connected with this office, to a position on the staff of the new Statistical branch of the Customs Department at Ottawa. Mr. Telford's knowledge of the value of accurate trade returns to manufacturers should make his services of great value to this Department.

## TECHNICAL EDUCATION.

THE city of Toronto has for some time been giving attention to the question of technical education, and has recently purchased a new building with the intention of remodelling the same for the purposes of technical education. Our Association, realizing the importance of a good system of technical education, has resolved to devote considerable attention to this matter, and to investigate the systems of technical education which are in vogue in some of the best schools in the industrial centres of England and the Continent.

It does so with the intention not merely of influencing the board of the Toronto Technical School, but, further, of drawing up what it considers to be a proper course of study for such institutions wherever they may be situated throughout our country.

If our manufacturers can have in their factories a class of labor more intelligent and skilled than can be procured in other industrial centres of the world, the manufacturing establishments of Canada will be able to more than hold their own in the race for commercial supremacy. Consequently, the subject deserves the most careful attention, and a committee has been appointed to deal with this subject.

The following members appointed on the committee have signified their willingness to cooperate in this work: Messrs. J. F. Ellis, Barber & Ellis; P. W. Ellis, P. W. Ellis & Co.; F. J. Smale, The Wm. Davies Co., Limited; S. M. Wickett, Bickell & Wickett; F. B. Hayes, Toronto Carpet Mfg. Co.; Alfred Burton, Merchants Dyeing & Finishing Co.; Maurice Taylor, Dominion Dyewood & Chemical Co.; Harold Vanderlinde, Gutta Percha & Rubber Mfg. Co.; E. G. Gooderham, Toronto Silver Plate Co.; R. Y. Ellis, P. W. Ellis & Co.; J. P. Murray, Toronto Carpet Mfg. Co.; Wm. Stahl-schmidt, Canadian Office & School Furniture Co., Limited, of Preston, Ont.

If there are other members interested in this work, who would be willing to act on this committee, the Executive desires to have them appointed, as this subject requires energetic action on the part of our manufacturers.



# MANUFACTURERS' CONVENTION.

THE Reception Committee of the Association, with Mr. Thos. Roden as Chairman, has made careful arrangements for the holding of a most interesting convention of manufacturers in Toronto on August 30 next.

The programme arranged is as follows:

Wednesday evening, an informal reception in the offices of the Association, when members who have arrived in the city can meet and become acquainted with each other, and with the accommodation afforded by the office of the Association.

On Thursday morning the regular business of the convention will begin at 10.30, when a full history of the work of the year will be given, the reports of officers and committees of the Association, and the address of the President.

The manufacturers will then adjourn for lunch, those engaged in each particular line of trade being grouped together at tables, the intention being that matters of importance and interest to particular industries can there be discussed in an informal and friendly way, and the nucleus formed of

valuable sections in connection with the work of the Association.

In the afternoon the convention will resume to discuss matters of interest to the manufacturing world; to pass resolutions outlining its policy for the coming year; to elect officers, and select the next place for holding the convention.

In the evening a banquet will be held, which, it is hoped, will be attended by manufacturers from every part of Canada and engaged in every manufacturing enterprise. It will be addressed by the leading public men of the day, not only in politics, but also in finance, manufacturing and other lines. This evening should be one of the greatest importance, on account of the opportunity it affords for business men to discuss matters of interest to them at their own gathering. This will bring the proceedings to a close.

Meantime, arrangements have been made for the entertainment of ladies coming with delegates to this convention. They will be entertained by a committee of Toronto ladies, driven to the different points of inter-

est in the city, and entertained at the Exhibition grounds in the evening. So that it is hoped that the convention will not only be one of interest and profit to manufacturers, but also of pleasure to the wives and daughters who may also attend the convention with them.

Fuller details as to arrangements for this convention will be given in the next issue of INDUSTRIAL CANADA, but, in the meantime, let every manufacturer consider that this is the one day set apart in the year for the discussion of those matters which interest him most vitally, and let him, therefore, arrange his plans to be present on that date.

Transportation rates to Toronto will be at a minimum, and there will be the additional opportunity of visiting the Industrial Exhibition and transacting business there. So that every manufacturer should be present in Toronto on August 30, and devote one day to discussing with his fellow-manufacturers means of advancing the trade and commerce of Canada in a national way.

## TRADES AND INDUSTRY COMMITTEE.

A MEETING of this committee was held July 10, which all members of the Association were invited to attend, for the purpose of discussing the possibilities of trade with South Africa. Detailed statements were given by the Secretary as to the condition of imports and exports of that country; cost of transportation to same, etc. Mr. E. B. Biggar, who spent five years in South Africa, was also present, and gave an account of his experience in that country, and the openings he believed to exist for Canadian trade. It was decided to recommend to the Executive Committee the following resolution for adoption:

### INFORMATION.

Resolved,—That this Committee recommend strongly to the Executive Committee of this Association that it procure and have on file all available information relating to South Africa, her products, imports, etc., including Directories, Trade Papers, etc.

### STEAMSHIP COMMUNICATION.

Whereas,—The present war in South Africa has drawn the attention of the world to that country, its resources, and the possibilities it offers for further development;

And Whereas,—South Africa is in many respects the complement of Canada, requiring to a great extent the products of this country and producing in return large quantities of the goods which this country imports;

Therefore be it Resolved,—That in the opinion of this Association, it is of the

utmost importance to the commercial progress of Canada, and to the consolidation of the different parts of the Empire, that there should be direct steamship communication between Canada and the ports of South Africa.

Further Resolved,—That this Association urge upon the Government of the Dominion of Canada that it at once take steps looking to the establishment of such a line of steamships, in order that Canadian producers may compete on terms of equality with the producers of other countries in the markets of South Africa.

### COLONIAL PREFERENTIAL TARIFFS.

Whereas,—It is generally recognized that an advantageous commercial bond is the strongest link in national unity, and that the maintenance and strengthening of trade relations is the key-stone of a State's successful development;

And Whereas,—The war which has been and is being waged in South Africa, in which the sons of Great Britain and her Colonies have fought side by side to insure to the inhabitants of that country the rights of freedom, equality and citizenship, has strengthened the bonds of kinship existing between the various colonies;

And Whereas,—The close of this war will necessitate a readjustment of the political and commercial arrangements of the South-African colonies;

And Whereas,—The happy conclusion of the plan of federation of the Australian

colonies will also necessitate the formulation of a new fiscal policy for that country;

Be it Resolved,—That in the opinion of this Association the bonds of the British Empire would be materially strengthened and the union of the various parts of Her Majesty's domains greatly consolidated by the adoption of a commercial and fiscal policy for the colonies of Great Britain based upon the principle of mutual preference, whereby each component part of the Empire would receive a substantial advantage in trade as a result of this national relationship;

And Further Resolved,—That this is a singularly opportune time to look to the adoption of this policy in two of the largest of Her Majesty's colonies, and, therefore, that the Dominion Government be urged to take such steps as may be possible to bring about the adoption of this policy by the sister colonies.

Finally it was decided to ask Mr. Thos. Moffatt, Canadian Government agent in South Africa, to address the Association, and state his views on trade with South Africa, in order that the Association might be able to discuss more fully the advisability of sending a representative to South Africa to look out openings for trade for its members.

When in Toronto, make the offices of the Association your headquarters.



### TO NON-MEMBERS.

TO you, these issues of INDUSTRIAL CANADA are being sent, in order that you may understand the scope of the work being done by your organization, the Canadian Manufacturers' Association.

Does the work which it is doing commend itself to you?

Are the subjects which it discusses of interest to you?

Does the development of our trade, in a national way, and the seeking out of new markets, seem worthy of support?

If so, you should be a member of this Association and aid in the work it is doing.

It is not a money-making enterprise and has no private ends to serve. Further, do not think that the work can be done and you receive the benefit without assisting to carry it on. The addition of each member adds strength to the Association to carry on still further work and so enable it to be of even greater service to its members and to manufacturers at large. The annual fee is only \$10, and the Association year opens with the first of August.

### DOMINION CENSUS.

NEXT year the census of the Dominion of Canada will be once more taken. The census, which is taken once in every 10 years, is the only reliable way in which accurate information is to be gained as to the progress of the country in all the different lines of activity in which it is engaged. It is, therefore, quite evident that any improvement in the method of taking the census, and any suggestions which will give fuller information, and that of a more reliable character, are of great value.

The Commercial Intelligence Committee of the Association, with Dr. Wickett as chairman, has given special attention to this subject and has prepared a number of suggestions looking to improvements in the census, which should make the decennial stock-taking of our country of much greater interest and value. These suggestions have been sent to the Hon. Sydney Fisher, Minister of Agriculture, to whose Department the census belongs. Mr. Fisher has replied to the communication embodying these recommendations, thanking the Association for the assistance that was given, and promising to take its recommendations into the serious consideration of himself and colleagues when the matter of the census comes up for thorough discussion.

The suggestions are as follows:

1st. That along with the legal or *de jure* population, which is at present alone enumerated, the actual or *de facto* population be given as well. This would entail very little additional trouble, and would give information that is really indispensable.

2nd. That the definition of the term "Industrial Establishment" be modified so

as to embrace only those employing at least five persons, and that a table be prepared showing the number of establishments with their respective number of employees. We recommend the following as convenient units: 5 to 25, 25 to 100, 100 to 500, and 500 upwards. If necessary a further division might be added to include those industries formerly classed as industrial establishments employing less than five persons. In all such divisions we believe it well to follow, as far as possible, the example set by the American Government, because it is with the industries of the United States that the trade and industries of Canada are continually being compared.

3rd. The present column giving the value of goods produced in Canada is misleading, because of its double counts. Thus, for example, if there is \$1,000,000 worth of clothing produced, this would include, say, \$400,000 worth of Canadian tweed, \$50,000 worth of buttons and trimmings, etc., all of which have been presumably already counted under the tweed and button industries.

We recommend, therefore, that an additional column showing, first, the value of crude material, and, second, the value of partly worked-up goods entering into a given manufacture, be used. The difference between the total output and this second column would then represent the actual production in connection with this industry. The addition of this column, further, would form an interesting check upon the returns given by manufacturers of those materials which enter into the finished product.

4th. We believe it would be of the greatest value both for Governmental and industrial purposes to have special reports made on some of our greatest industries; for example, iron and steel, pulp and paper, leather, manufactures of wood, pork packing, canning, fisheries, etc. This would furnish material of far-reaching importance and interest.

5th. We are further convinced that the country should have the benefit of specially expert enumerators of manufactures. The additional expense would be as nothing in comparison with the results obtainable, as is shown by the experience of other countries, particularly the United States; for reporters not particularly expert in such affairs cannot, as a rule, be expected to obtain at all reliable information about industries with which they have had very little acquaintance.

6th. It would give the country much desired information to have the occupations of the people noted along with the individual count. This would, at the same time, be a check on the occupation returns, as made by manufacturers and other employers. The division, according to occupations, we would further urge, should be more elaborate than the present one, into agricultural, manufactures, professions, etc., and indicate the various groups of occupations according to their nature, e.g., chemi-

cal industries for pharmaceutical purposes; apothecaries; manufacturers of colors and oils; of explosive materials; gas works; soap, candle and wax manufacturers; sand and cement, stone quarries and workers; pottery, brick and tile; china and glass, and such related classes.

7th. In giving the wages paid, a fuller heading denoting the period covered by wages is advisable, as is also a distinction between, first, salaries paid to members of firms and office hands, and, second, factory employes. It would also be well to note here the average number of working hours per day, and the average number of hands employed.

8th. As regards the heading "Capital." Does this mean capital generally, or on any particular day? The latter, we take it, should be the only meaning. The capital of listed stock companies should, of course, be calculated at the market price of their shares, not at their nominal or authorized capital.

9th. In giving (volume 2, table 16) the occupiers of land, we believe it well to show the size of farms in classes. For example, those on farms of 1 to 50 acres, 50 to 100, 100 to 500, etc.

10th. A careful report on transportation and railways, express companies, street railways (horse and other), suburban railways, etc., would be a valued and greatly appreciated return. This return might be arranged to coordinate to some extent with the annual reports on such matters.

11th. An estimate of the wealth (Federal, Provincial, municipal, private realty and personalty, etc.); debts (Federal, Provincial and municipal), and taxation (Federal, Provincial and municipal), should likewise form part of our census.

12th. Finally, we feel it would add greatly to the clearness and usefulness of our statistics if to the various statistical tables were added explanatory observations and annotations. This would furnish much that is of the greatest interest and importance to those interested in census work.

### TORONTO INDUSTRIAL EXHIBITION.

Exhibitors will be pleased to learn that increased accommodation is this year being offered to manufacturers at the Toronto Exhibition. Arrangements have been made to admit exhibitors of different kinds of gates and fences being provided with accommodation under cover in the agricultural building; and ample accommodation will also be provided in that building for the wagon exhibit. This will leave increased space available for exhibits of carriages in the carriage building. Finally, the whole of the ground floor of the main building is being reserved exclusively for manufacturers.

Entries have been coming in earlier than usual this year, and the space is being rapidly taken up. It is proposed to make many of the exhibits of even greater interest by showing not only the manufactured articles, but also the process of manufacture where possible.



## CHAMBERS OF COMMERCE.

THE Fourth Congress of the Chambers of Commerce, which was held in London, England, during the last week in June, was a most pronounced success, and delegates from all the different commercial organizations throughout the Empire have returned with enthusiastic reports of the work of this Congress. Throughout the proceedings the representatives of Canada took a most important part in the discussion, and contributed largely to the resolutions which were placed before the delegates for consideration.

The resolution given in last issue of *INDUSTRIAL CANADA* expressing approval of the principle of preferential tariff within the British Empire had the support of the Canadian Manufacturers' Association, the Toronto Board of Trade, and many other boards of trade in Canada. There was not, however, absolute unanimity on this subject. Finally a resolution was carried appointing a committee to frame one general resolution in favor of a British tariff preference, in order to secure a resolution which would have the endorsement of all the Canadian delegates. When this resolution came up for discussion it was found, however, that, although the Canadian and other colonial delegates were strongly in favor of preferential tariff within the Empire, the representatives from the English Chambers of Commerce and Boards of Trade were by no means prepared for such a step; the result was the passing of a compromise resolution which called upon the Imperial Government to appoint a commission to investigate the whole matter of trade relations between the Mother Country and the various colonies and dependencies. This resolution was carried amidst great applause, and the Canadian delegates have reason to be proud of their share in the securing of this resolution. The fact that the Congress has forced the attention of the Government to this matter, and has asked for a thorough investigation of the whole subject, is sufficient to show that the commercial world has done its share in the work of consolidating the Empire.

The Montreal resolution in favor of a conference on Imperial Defence, and suggesting a small uniform ad valorem import duty as the best method for all portions of the Empire to contribute, was carried.

The question of copyright and its relation to Canada and to the Empire was introduced by Mr. G. N. Morang, one of the representatives of this Association, in a motion which was seconded by Hon. Thos. Ferguson, of New Zealand. This motion read as follows:

"Whereas: The various Copyright Acts throughout the Empire are unnecessarily complicated and vexatious to certain dependencies,

"And whereas: it is now contemplated to consolidate the same by a Bill now before the House of Lords;

"Resolved, therefore, that this Congress express approval of such measure whereby the colonies are empowered to legislate for exclusive copyright, and earnestly trust that it may speedily become law."

This expression of opinion from a representative commercial body should be of great assistance in securing the passing of the present British copyright Bill through Parliament, thus giving to Canadian publishers and to all allied trades the protection which is properly due to them.

When our delegates return from this Congress we can expect very full and complete reports of its proceedings.

## PIANO AND ORGAN MANUFACTURERS.

THE Piano and Organ Manufacturers' Association met in the rooms of this Association on Wednesday, June 13, at 3 p.m. There were present representatives from The Bell Organ & Piano Co., The Doherty Organ Co., The Goderich Organ Co., The Stanley Piano Co., Heintzman & Co., Gerhard Heintzman & Co., Newcombe Piano Co., and Mason & Risch Piano Co.

Mr. R. B. Andrews, secretary of the Association, and representative of the Morris, Field, Rogers Co., of Listowel, was absent through illness and sent his regrets.

Final arrangements were made for the incorporation of the Piano and Organ Manufacturers' Association as a section of the Canadian Manufacturers' Association.

In this connection it was decided to hold the annual meeting of this section in August at the time of the annual meeting of the Canadian Manufacturers' Association, in order that the members should not only be able to meet together in their section for discussion of their own particular business, but might join with the manufacturers in other lines to discuss questions of general interest.

The question of exhibiting at the Pan-American Exposition or at the Dominion Exhibition came up for discussion, and, as a result, Mr. Frank Stanley moved, seconded by Mr. Gerhard Heintzman, that the Secretary be instructed to write the Canadian Manufacturers' Association on behalf of this section of that Association in reply to a circular letter which the individual members of this section have received regarding the Pan-American Exposition at Buffalo in 1901; this letter to state that the piano and organ manufacturers emphatically urge the Exhibition Board of Toronto to impress upon the city council the need for having modern buildings erected, affording such facilities that our own Fair may not be detracted from, but may draw a large number of those attending the Buffalo Exposition; and, in the event of such action being assured, this section of the Canadian Manufacturers' Association assure the Board of Management of the Industrial Exhibition of their hearty cooperation and support.

This motion was carried unanimously.

## ANNUAL MEETING.

THE annual meeting of the Canadian Manufacturers' Association will be held in Toronto, August 30, beginning at 10.30 a.m.

### AMENDMENTS TO THE CONSTITUTION.

The constitution may be amended only by a two-thirds majority present at any general meeting, 30 days' notice in writing of such amendment having been given to the Secretary.

### NOMINATION OF OFFICERS AND COMMITTEES.

The nomination of the officers of the Association and committees shall be sent to the Secretary of the Association not more than four and not less than one week before an annual meeting, but no member shall be nominated unless his written consent has been obtained.

### SUBJECTS TO BE DISCUSSED.

The Secretary desires to receive from all manufacturers, suggestions as to subjects they desire to have discussed either in trade sections or by the whole convention. The discussion of vital questions at this gathering would be of immense advantage.

### TRADE ASSOCIATIONS.

The Associations of particular manufacturing trades are cordially invited to take part in this convention, to be present at all its meetings and at the banquet in the evening.

## MANUFACTURERS' CATALOGUES.

NUMEROUS inquiries are received at the office of the Association for different articles of Canadian manufacture, and it is sometimes a matter of difficulty to send the names of suitable firms in answer to these inquiries. All manufacturers are therefore cordially invited to send their catalogues to this office where they will be kept on file and used in answering inquiries for Canadian products. It is hoped in this way to accumulate a valuable library of the catalogues of Canadian manufacturers.

## CENTRAL CANADA EXHIBITION.

We are in receipt of the prize list of this exhibition, and note the efforts being made to provide a more varied exposition than ever. Special inducements are being offered to manufacturers to exhibit in Ottawa this year, and, no doubt, a great number, especially those engaged in the manufacture of goods for the building trades, will make a display of their wares at a time when so much attention is being given to the rebuilding of the homes of the citizens and the fitting out of new industrial establishments.

The spectacular display is the presentation of the "Battle of Paardeberg, and the Surrender of General Cronje." In view of the connection of Canadian soldiers with this event, this should be a happy choice. Full information, prize lists, etc., on application to E. McMahon, Secretary.

Every manufacturer should endeavor to be present at the first representative gathering of the manufacturers of Canada.



### RAILWAY AND TRANSPORTATION COMMITTEE.

AS pointed out in our last issue, certain matters were under discussion with the Government and the railway companies on the important question of transportation. They are briefly as follows:

**Owner's Risk.**—For a number of years the railway companies have had in their regulations a clause requiring shippers to sign a declaration that the goods shipped by them were at owner's risk, or pay an extra 50 per cent. on the rates. Until the last few months, however, this clause was not enforced at all by the railway companies, and its enforcement was looked upon as a hardship by shippers in all parts of Canada who felt that they would be able to get no redress from the railway companies in case goods were damaged in transit. The Association, taking up this matter with the Government, has received reply to the effect that the clause in question will relieve railway companies from responsibility for damage other than that caused by their own negligence; that is, wherever the shipper is able to show that the damage to his goods has resulted from

the mismanagement of employees of the railway, the company is still as responsible as ever.

**Oil Tariff.**—At the last meeting of the Railway and Transportation Committee it was resolved to urge the Government to take action to enforce its Order-in-Council with respect to oil rates from Suspension Bridge to points in Canada. An Order-in-Council had been passed stating that certain rates should be charged, but in defiance of this the railway companies were openly charging a much higher tariff. The matter was one of grave importance, for it was felt to be a most dangerous precedent if railway companies should be in a position to disregard the commands of the Government. Action seems to have been taken in some manner in connection with this protest, for the railway companies have reduced their rates to comply with the Order-in-Council issued in May last.

**Furniture Cars.**—Replies have been received from the railway companies to the request that the classification and weight for furniture cars should be made the same as prevailed heretofore. The replies from the railway companies pointed out that this traffic was not a remunerative kind and that they did not see their way clear to make the change desired. The matter is still under discussion.

## Central Canada Exhibition

**OTTAWA, ONT.**

**Sept. 14th to 22nd**  
1900

To Manufacturers Generally:

OWING to the recent decision of the Agricultural Implement Manufacturers not to exhibit at any of the principal Fairs for the next five years, we therefore beg to announce, for the information of all manufacturers interested in advertising their goods, that we have a large quantity of space available for exhibits in that line. Write to the Secretary for particulars.

**All space free including motive power.**

Entries close 12th Sept.

WM. HUTCHISON, M.P.,  
President.

E. McMAHON,  
Secretary.

# KEEP BEFORE THE PEOPLE

*Manufacturers*

Who would increase their output—  
Retain their present customers  
and secure new ones, will  
not fail to exhibit at

CANADA'S GREAT

**Industrial Exposition**  
Toronto  
AUGUST 27 to SEPTEMBER 8, 1900

EDUCATIONAL  
ENTERTAINING  
AGGRESSIVE  
PROGRESSIVE

Applications for  
space should be  
made forthwith.

**ENTRIES CLOSE AUG. 4**

For Prize Lists, Entry Forms and  
all information address the Manager.

H. J. HILL, Manager, Toronto.  
ANDREW SMITH, F.R.C.V.S., President.

**THE LIVE BUSINESS MAN NEVER  
MISSES THE TORONTO EXPOSITION.**



## RAILWAY AND TRANSPORTATION COMMITTEE.

THIS most important committee held a meeting in the Association offices at 4.30 p.m. on Wednesday, June 6th.

Mr. J. M. Taylor, of The Dominion Radiator Co., was Chairman.

The following important matters were discussed:

### OWNER'S RISK.

This subject has been discussed for some time by the Association, and correspondence entered into with the Minister of Railways and Canals. In order to further establish the position of the Association in this subject and to see what remedy there is for shippers operating under this regulation, the following letter was sent to the Minister of Railways and Canals:

June 11th, 1900.

HON. A. G. BLAIR,  
Minister of Railways and Canals,  
Parliament B'd'gs, Ottawa, Ont.

SIR,—Your memorandum of April 23rd, respecting the "Owner's Risk" regulation in classification II. of the Joint Freight Association, has been considered with care by the Transportation Committee of the Canadian Manufacturers' Association. In reply to certain points in it I am directed to write you as follows:

First,—The memorandum submitted points out that the regulation respecting owner's risk and release is an old one, and, consequently, no new charge is being imposed by the railway companies. Yet, this appearance, rather

consider this subject, and all Toronto members of the Association should be invited to attend, in order to discuss plans for organization for this meeting.

In connection with the Industrial Exhibition, Mr. Thorn drew attention to the fact that The Massey-Harris Co., Limited, had donated liberal prizes to the Association for most original objects.

It was resolved that the thanks of the Association be extended to The Massey-Harris Co. for the liberal prizes donated by that firm for use at the different exhibitions.

The meeting then adjourned.

## A SPECIAL MEETING OF THE EXECUTIVE COMMITTEE.

A special meeting of the Executive Committee of the Association was held in the Association rooms, at 8 p.m., on June 19th, and all Toronto members of the Association were invited to be present.

Mr. J. F. Ellis occupied the chair.

Before proceeding with the regular business of the meeting, Mr. P. W. Ellis moved, seconded by Mr. W. B. Rogers, that a message of condolence be sent to the family of the late Wm. Christie, who had for many years been connected with this Association.

when it is due to the negligence of the railway companies?

This point of law is one which it be very expensive for a private individual find out through the courts, but one your Department, through its law and its connection with the Department of Justice, could readily discover, and known for the information of patrons different railways.

Submitting these considerations respecting this important question,

I remain, your obedient servant,

The Canadian Manufacturers' Ass'n.,

T. A. RUSSELL,

Secretary.

### THE RAILWAYS AND THE GOVERNMENT.

Mr. E. R. Clarkson, of the Sun Oil Refining Co., Hamilton, pointed out that, although an Order-in-Council had been passed by the Government declaring that no higher rate should be charged on oil from Black Rock to Montreal than 23c. per 100 lb., still the railway companies were disregarding this order and were still charging 35c. per 100 lb.

Therefore, it was resolved that the secretary prepare and forward to the Minister of Railways and Canals a letter asking, first, if the present freight classification, known as Freight Classification No. II., had been approved of by the Governor-General-in-Council as the law requires.

And second, asking the Government to take measure Council

Minister of Finance, provided. July 1st, the preference on I should be increased from 25 cent.

In order to ascertain how the manufacturers, a circular letter was sent out to all members asking for their opinion as to how this would affect their own particular industry. Many replies were received and, on the strength of these, a resolution was prepared and forwarded to the Government. This resolution followed closely the lines laid down by the letters received, and briefly pointed out the following features:

First, that Canadian manufacturers were not opposed to British manufacturers having a preference in the Canadian market provided that the preference acted against the foreign manufacturers, and that there was still sufficient protection to enable Canadian producers to compete in their own market.

Further, it recommended strongly that the value of British labor in manufactured goods, that were entitled to the preference, should be raised from 25 to 50 per cent. of the value of the finished articles, in order to guard against the bringing into Canada of goods made in foreign countries but shipped through Great Britain for the purpose of

ess interests and investments of the ry.

Following out this general resolution, the Tariff Committee carefully investigated the different complaints of particular industries which were going to be specially affected by the preferential tariff, and made a number of recommendations to the Government, pointing out that certain particular industries required further protection in order that they might compete successfully after the preferential tariff came into effect.

The recommendations which were presented by the Committee were presented to the Government by Mr. J. F. Ellis, President; Mr. Geo. H. Hees, Chairman of the Tariff Committee; Mr. J. P. Murray, Chairman of the Trades and Industry Committee, and Mr. T. A. Russell, Secretary. These delegates were also accompanied by representative manufacturers engaged in the woollen industry, who presented their claims to the consideration of the Government in person, and also by representatives of the cutlery manufacturers, who likewise were seriously affected by the increased preference in their line of goods.

No announcement has yet been made by the Government as to their action upon the recommendations.

Association entered into this much question along strictly non-political and made its recommendations to the Government proposals.

Manufacturers' Association should be represented on the Governing Board of Upper Canada College.

A separate letter was also received from Mr. J. M. Taylor, of The Dominion Radiator Co., Toronto, referring to possible openings for Canadian trade in South Africa, and urging that the Association take some steps to promote the interests of Canadian manufacturers in that country. (This letter will be found in full in another column.)

Mr. J. O. Thorn presented the report of the Furnishing Committee, which was received and adopted.

Dr. S. M. Wickett submitted the report of the Committee on Commercial Intelligence, respecting the improvement in trade returns which had been promised by the Department of the Minister of Customs.

It was moved by Mr. E. G. Gooderham, and seconded by Mr. Wickett, that the report be adopted, and the thanks of the Association be expressed to Hon. Mr. Patterson for the improvement which he had made in this important Department.

Mr. Thorn, in the absence of Mr. R. E. Menzie, chairman, presented the report of the Membership Committee, announcing that 46 new members had been received into the Association during the past month.

in detail in another



## Industrial Canada.

Published about the middle of every month by  
Canadian Manufacturers' Association.

Description included in membership  
to the Association.

## OFFICERS OF THE ASSOCIATION, 1900.

## PRESIDENT:

J. F. ELLIS, - The Barber & Ellis Co., - Toronto.

## FIRST VICE-PRESIDENT:

P. W. ELLIS, - P. W. Ellis & Co., - Toronto.

## ONTARIO VICE-PRESIDENT:

R. E. MENZIE, - Menzie, Turner & Co. - Toronto.

## QUEBEC VICE-PRESIDENT:

HUGH WATSON, Watson, Foster & Co., Montreal.

## NOVA SCOTIA VICE-PRESIDENT:

D. W. ROBB, Robb Engine Works, Amherst, N.S.

## NEW BRUNSWICK VICE-PRESIDENT:

C. J. OSMAN, - Albert Mfg. Co., - Hillsboro, N.B.

## MANITOBA VICE-PRESIDENT:

F. W. THOMPSON, Ogilvie Milling Co., Winnipeg.

## TREASURER:

GEO. BOOTH, - Booth Copper Co., - Toronto.

## SECRETARY:

T. A. RUSSELL, - - - - - Toronto.

Address all communications to the Secretary,  
Canadian Manufacturers' Association, Board of Trade  
Building, Toronto.

TORONTO, JUNE 30, 1900.

## INTRODUCTION.

Esq.,

The Canadian Manufacturers' Association, City.

I do not know whether the

Canadian manufacturers look-

ing some business in Africa has received

consideration of any of the various

articles of our Association, but I am in

possession of a letter from my brothers, who

are agents for our company in Africa, and I

show you below just the gist of what they

say about African trade: "Here is a pro-

posal which is worth the considera-

tion of the Canadian Manufacturers'

Association. After the war is over

there will be a very large demand for

the produce of all kinds, most of which I

think Canada can supply and successfully

export in. To do so they first want a

Canadian Manufacturers' representative

who has a sound knowledge of trade in

Africa and who can keep the Association

advised of the merchandise which

is handled here most advantageously;

also to protect their interests here and

to inform them of the reality of their agents

who might be appointed. It would also be

well to send Canadian Trade Journals

to the Public Libraries in South Africa free

of charge, as very few people out here know

anything of Canada, especially in regard to

manufacturers' various lines. Another

thing that should be is a direct line of

communication between the Canadian

Colonies

the whole Association, together with a description of the kinds of information available for members through the Commercial Intelligence department of the Association.

INDUSTRIAL CANADA will be issued monthly, and will be sent to all members of the Association. It will also be sent to all other manufacturers in Canada until September, in order that they may understand the work which has been and is being done by the Association. If any Canadian manufacturers do not receive copies of this bulletin, it will be at once forwarded to them on receipt of name and address, together with a description of the industry engaged in.

## THE CANADIAN MANUFACTURERS' ASSOCIATION.

The Canadian Manufacturers' Association is not a new organization, but it is now endeavoring to extend largely the character of the work in which it is engaged. The officers of the Association are realizing that, to make the Association of real value to its members, it must be prepared to act at all times in the different spheres of activity which are open to manufacturers in Canada. For this purpose many different committees have been appointed, each for the purpose of looking after special lines of work. And the work of the Association may be outlined as follows:

INDUSTRIAL

Manufacturers'

away.

In regard to the above they state that there is a considerable feeling running through South Africa against Americans, but the country must have American goods as they are the only people who have attempted to do any business there, and now is the time to get the market, as Germany and other countries have some agents over there whom my brothers have met and say that they have all classes of materials ready to flood the market with, but there will be millions of dollars' worth of material required after the Germans get in their first supplies, and it would be a good idea if some arrangement could be made whereby Canada would get a preference in consideration of her having done so nobly during the war, by her having a preferential tariff with Africa.

I will not add any more to the above as this is sufficient to enable the Executive or other body to consider the matter.

Believe me,

Yours, very truly,

JNO. M. TAYLOR.

TORONTO, June 12, 1900.

MR. T. A. RUSSELL,

Canadian Manufacturers' Association,  
Room 601, Board of Trade Building,  
Toronto.

of the monthly bulletin of the Association the use of the office and all other privileges connected therewith. No manufacturer in Canada should be out of this Association which is run by business men and in the interests of the manufacturing industries of Canada. Any information will be gladly furnished by the Secretary.

## MEETINGS.

Trade and Industry Committee—Thursday, July 5th, at 4 p.m. Special business "South-African Trade." All members are invited to attend.

Executive Committee—Tuesday, July 10th, at 2 p.m., in Council Chamber, Board of Trade, Toronto.

Annual meeting of the Association and Convention of Manufacturers—Thursday and Friday, August 30th and 31st.

## PARLIAMENTARY COMMITTEE.

During the past month the work of the Parliamentary Committee has been chiefly in connection with Bills introduced in the Dominion House, and the following Bills were considered:

Bill No. 161 to amend the Interest	these
" 163 " " Bank Act	
" 167 " " Copyright	
" 168 " " Patent	

It was resolved to take no exception to the terms of the Bills relating to the Act and the

perhaps, will interest you." I went into his office and he handed me a letter written from Pretoria. I read the letter through and it stated in effect that the war would soon be over, and urged his house to at once make large shipments of their goods consigned to their correspondent at Delagoa Bay. He stated, "Get the goods off at once, you will hardly have them here before the war closes, but if you ship immediately they will be here before any British goods arrive."

We want an Intercolonial Preferential Tariff. Can the Colonies have it, even if the Motherland will not yet join us? Can our Association do anything to agitate in this direction?

We are, yours respectfully,

Allen Manufacturing Co.,

A. W. ALLEN,

Manager.

These two communications open up a new sphere of work for the Association, and this subject has been referred to the Trades and Industry Committee, and a special meeting of this committee has been called for Thursday, July 5th, at 4 p.m. to discuss action.



# INDUSTRIAL CANADA

ISSUED BY

The Canadian Manufacturers' Association.

Vol. I.

TORONTO, AUGUST 20, 1900.

No. 3.

## PROGRAMME FOR THE CONVENTION.

THE Executive of the Association, acting with the Reception Committee, have made complete arrangements for a convention programme that will interest every Canadian manufacturer. The proceedings are not spread out over a number of days, but have been compressed into the shortest possible space of time, so that everyone may attend.

### WEDNESDAY EVENING.

On Wednesday evening, an informal reception of the visiting manufacturers and ladies will take place in the office of the Association and the rotunda of the Board of Trade Building. This will permit of the manufacturers from different parts becoming more thoroughly acquainted with each other before the business sessions begin.

At 9.30 p.m., a lecture will be given by R. Dawson Harling, of the Manchester Ship Canal. This lecture will be of the greatest practical interest to manufacturers, for it is profusely illustrated with stereopticon views of the ship canal and the factories which line its banks. These views will show many of the devices of the English manufacturer in the way of receiving and disposing of his goods, methods of packing, shipping, etc., and should, therefore, be of great practical value. In securing Mr. Harling for this lecture, the Executive is assured of a most entertaining evening.

### THURSDAY.

All the sessions on Thursday take place in the splendid Temple Building, at the corner of Bay and Richmond streets. Here, at 10.30 a.m., the first business session will convene, to receive and pass upon the reports of the officers and committees of the year which has been completed. Some of these reports will be of supreme interest and importance, and will not only give a survey of actual work done during the year, but will outline possible extensions during the coming year. These recommendations involve the determination of the policy of the Association and should be carefully discussed by the members.

### LUNCH.

At 1 o'clock, the convention will adjourn for lunch, which will be provided in the

The Association asks that all manufacturers who expect to be with us on September 29 and 30, send information to that effect, so that the fullest accommodation may be provided.

same building. The lunch is complimentary, and the intention is to have the manufacturers grouped according to the branches of industry to which they belong. Thus, there will be a table for the carriagemakers, one for the piano and organ manufacturers and similarly with all the other industries which permit of such organization.

This will enable those interested in the same line of trade to discuss any matters that may be of immediate interest or importance to themselves. There are many subjects which can come up for informal discussion in this way.

### AFTERNOON.

At 2.30 p.m., the convention will resume its general business and proceed to the discussion of some of the leading questions that are to-day interesting our manufacturers. These questions will relate to Freight Rates and Classification; Extension of Canadian Merchant Marine; Development of Canadian Export Trade; Extension of Trade under the Flag; Working of the Patent Office; Insolvency Legislation; Canada and the Glasgow Exhibition; Canada and the Pan-American Exhibition; Technical Education, etc.

A Committee on Resolutions is being appointed to prepare strong resolutions on these and other subjects that are vital to manufacturing interests.

Then will follow the election of officers and committees for the next year. This is a most important work, as the Association has now attained to such dimensions that it is necessary that every industry should be adequately represented.

Finally, there will be the selection of the next place of meeting for the Convention. At the annual meeting of the National Association of Manufacturers of the United States this was one of the most interesting features of the whole proceedings, no less than seven cities making a bid to be the convention city. Several members have hinted that Montreal will have the next meeting, and, if her members should champion her claims, it is hard to see who would oppose.

### THE BANQUET.

But the banquet to be given in the Temple Building in the evening, will be the crowning event of the whole convention. At least 500 of the captains of industry of the country will be present to enjoy the best that Toronto hospitality can provide. The Toronto City Council, realizing the import-

## NOTICES OF MEETINGS.

Annual meeting of the Association and Convention of Manufacturers, August 29 and 30.

1. Wednesday, August 29, 8 p.m., Board of Trade Building.—Reception of visiting members and ladies, and lecture by R. Dawson Harling, illustrated by stereopticon views of Manchester Ship Canal.

2. Thursday, 10.30 a.m., Temple Building.—Opening of meeting, reports of officers and committees, etc.

3. 1 p.m., Temple Building.—Lunch by trade sections.

4. 2.30 p.m., Temple Building.—General meeting, new business, election of officers and committees, etc.

5. 7.30 p.m., banquet Temple Building.

6. Thursday, 2 p.m.—11 p.m.—entertainment of ladies.

ance of the event, has made a most generous grant towards this banquet, and hence all members of the Association residing outside of Toronto will receive complimentary invitations. For the convenience of the members who will attend from outside it has been decided to make the banquet a business man's banquet, and all will attend in everyday attire.

The following guests have been invited, and are expected to be present: Right Hon. Sir Wilfrid Laurier, Hon. G. W. Ross, Hon. Hugh John Macdonald, Hon. George E. Foster, Hon. William Paterson, Sir William Van Horne, C. M. Hays, President Search, National Association of Manufacturers of the United States; General Manager Sandbourne; E. A. Macdonald, Mayor, city of Toronto; President Dominion Bankers' Association; B. E. Walker, Canadian Bank of Commerce; The presidents of the leading Boards of Trade, President of the Industrial Exhibition Association.

In addition to these speakers, some of the leading representatives of our great manufacturing industries will deliver instructive addresses bearing upon the development of manufacturing enterprise in Canada, the development of export trade and other subjects of equal importance.

The great steel and iron industries of Nova Scotia and the pulp and paper industry will be represented.

This programme should make the manufacturers' banquet of August 30 one of the



most important gatherings of business men ever convened in Canada.

#### THE LADIES.

Meantime, the ladies attending with visiting manufacturers will be looked after with no less care. On Wednesday evening they are invited to the reception and lime-light lecture in the Board of Trade Building. Thursday forenoon is left free, but for the afternoon an interesting programme has been prepared. The ladies will be driven around the city, each one being provided with a printed card stating the principal points of interest to be visited. The Industrial Exhibition grounds will be reached about 5.30 p.m., when the Industrial Exhibition Association become the hosts, receiving the ladies at supper in the directors' lunch room, and then furnishing them with reserved seats for the splendid evening performance in front of the grand stand. At the close of this performance, carriages will return the ladies to their various stopping places.

#### OTHER ASSOCIATIONS.

The Dominion Millers' Association holds its annual meeting in the Temple Building on August 30, and its members will attend the banquet in the evening in a body. Any of its members are cordially invited to be present at any or all of the meetings of the Manufacturers' Association.

The Furniture Manufacturers' Association will also hold a meeting on this date, and will arrange to attend the banquet in the evening. Any of its members who are not members of the Canadian Manufacturers' Association are cordially invited to attend any of the general meetings.

Several of the single-line associations are arranging meetings for this date, and any who may yet wish to do so will be gladly furnished with the necessary accommodation.

#### OTHER MEETINGS.

If any trade sections desire to hold further meetings for the transaction of business, the accommodation will be furnished by the Association on Friday, or on any other day during the Exhibition. The meetings can be held either at the Association office on the Exhibition grounds, or at the city office in the Board of Trade Building.

#### HOTEL ACCOMMODATION.

As there will be an enormous crowd of people in Toronto during the Exhibition, there may be some difficulty in securing accommodation if this is not arranged for ahead of time. Any manufacturers desiring to secure accommodation, either in hotels or private houses, should inform the secretary, and the necessary rooms will be gladly reserved. Any specifications as to terms, locality desired, etc., will be followed as far as is possible.

**Remember the office of the Association on the Exhibition grounds. It is at your disposal.**

### IMPERIAL INSTITUTE LETTER.

IMPERIAL INSTITUTE,  
LONDON, S.W., July 18, 1900.

T. A. RUSSELL, Esq.,

Secretary Canadian Manufacturers' Association, Toronto.

DEAR SIR,—I have decided to jot down a few notes which, in conjunction with what Messrs. Thomas and Morang have seen, should make clear to you what work we are doing.

I should also suggest your reading my two last annual reports to the Department of Trade and Commerce.

The Canadian collections at the Imperial Institute are designated to show the resources, natural and Industrial, of Canada, and thus to form a pictorial illustration of what is treated in the various Government official handbooks. The work is mainly immigration and commercial. Each Province has its own court, kept up by the Provincial Government. A certain amount of space is available for the display of natural resources and approved-off industrial products. Each Province has one or more representatives on the Canadian Board of Governors, of which the High Commissioner is chairman, and which supervises Canadian affairs.

The collection aims at showing the prospective settler the conditions which he may expect to find, the general resources of the country, its industries, its manufactures, the openings existing for labor, capital, etc. And under this heading a good deal of expert information is given to many immigrants who are further furnished with introductions to the Government immigration officials in the part of Canada where they purpose settling.

As regards commerce, which branch has developed very largely in spite of the display being exceedingly inadequate, we endeavor to bring United Kingdom and Canadian houses in touch with one another, and in that connection to obtain preliminary information which will facilitate matters. Canadian industrial development is constantly increasing, and when a Canadian manufacturer or shipper, ignorant of this market, wishes to learn whether there is any opening for his goods; if he sends general particulars as to value, accompanied by samples, these are placed between two or three reliable British houses interested in the particular goods. As a rule they are willing to give general information as to the special requirements of their customers, the mode of packing wanted, shape or size, quantity, etc., and often a general idea of values ruling. A report on their lines is then furnished to the Canadian correspondent, who can take up the matter direct with the firm here, and soon ascertain whether trade is practicable and profitable.

Many British houses ask for names of Canadian importers and exporters, and also

for information as to possibility of their introducing certain goods into Canada. Some publicity is also given to these matters in trade journals and elsewhere, and there are many instances where actual business has resulted.

More than preliminary information is not attempted, and it is left entirely to principals to make their own arrangements. As the first inquiry is generally for samples, Canadian makers of goods, capable of export, would do well to have small but comprehensive exhibits. The Governments provide space and certain case room, but manufacturers desiring their own showcases would have to furnish same. There is also a large storeroom where samples can be kept.

The foregoing and my reports should give you a good general idea of my work here.

Yours, faithfully,  
(Sgd.) HARRISON WATSON.

### FOREIGN DISTRIBUTION OF CANADIAN TRADE INDEXES.

THE "Canadian Trade Indexes," including a classified membership directory of the Canadian Manufacturers' Association, have been carefully distributed to many of the important commercial centres throughout the world, and acknowledgments have come from many quarters.

**Chambers of Commerce.**—Mr. Harrison Watson, curator of the Canadian section of the Imperial Institute, is looking after the distribution of some 600 copies to every Board of Trade and Chamber of Commerce represented at the recent gathering in London. He writes that in many cases acknowledgments have come from those receiving these copies, and that many firms, members of these different boards, have asked for copies of the Index, and that he has been pleased to supply all these inquirers.

A second lot has been sent to Mr. Watson for the purpose of supplying individual inquiries.

A number have also been placed at the High Commissioner's office in London, for distribution there.

**Paris Exposition.**—Four thousand copies have been sent to the Canadian Government offices at the Paris Exposition for the purposes of distribution. The Honorable the Minister of Agriculture was very pleased to arrange for the distribution of these, and the Association was only asked to pay the freight to Montreal on the consignment—the Government paying the freight charges for the steamship and for the transportation in France. These are being widely distributed at Paris, and the Canadian Commissioner writes that he will be pleased to let us know if more are required to meet the demand.

In addition, a number are being distributed from the office of the Canada Cycle &



Motor Co. at Paris, and there is no doubt that others will be reached in this way.

**South Africa.**—In order that our members may be prominently brought before the public in South Africa, 200 copies of the Index are being sent to South Africa to be distributed from the Canadian building there. Mr. Moffatt has kindly promised to look after this matter of distribution to the entire satisfaction of our members.

**Italy.**—J. H. Towsey, British Vice-Consul at Spezia, writes: "I have to acknowledge receipt of copy of your interesting 'Canadian Trade Index.' It has been placed in my office for the perusal of anyone desiring information about Canadian trade, and I shall be glad to furnish to you any information required at any time."

Wm. M. Tweedie, British Consul at Milan, writes: "Permit me to thank you for the useful copy of 'Canadian Trade Index' which has been sent to this office."

**Austria.**—J. A. Nathan, British Vice-Consul at Trieste, which is the principal seaport of the Austrian Empire, writes: "I beg to acknowledge receipt of your letter of June 29, and also book of 'Canadian Trade Index.' I shall be most happy to make it known to the merchants of this Consular District that they can obtain every information respecting Canadian manufacturers from this Consulate, and the 'Canadian Index' book will be of great use in diffusing the necessary information."

M. Feldscharck, British Consul, Vienna, writes: "I beg to acknowledge receipt of your circular of the 28 ult., and 'Canadian Trade Index.' I shall not fail to make use of this book in case of any inquiries made through the Consulate, and to place inquirers in communication with your Association. I also note that you are prepared to give information respecting Canada and Canadian industries, a fact of which I shall be only too glad to take advantage."

**Mexico.**—Lucius J. Jerome, British Consul at Mexico, writes: "I beg to acknowledge receipt of your 'Canadian Trade Index,' which, for completeness, compactness, neatness and general get-up is one of the best I have yet seen."

"I have been much struck by the fact that apparently very few Canadian manufactures, or products, find their way to this market. Some goods and machinery do come in, but, being invoiced by the Mexican Consul in New York, are classed as American, rendering it impossible for me to tell how much is really Canadian."

"I would gladly hear from your Association any suggestions by which I could co-operate in improving the trade between Canada and Mexico."

"In this city there are several Canadians engaged in mercantile pursuits, some of whom appear to be doing very well indeed."

**United States.**—Matthew A. Hall, Vice-Consul, Omaha, writes: "The 'Canadian Trade Index,' together with your letter of

June 29, is at hand, and I beg to assure you that I will do everything in my power to bring about closer relations between the citizens of Canada and those of the United States. Up to date, little inquiry concerning Canadian goods has been made of me, but if there be any way in which I can further the interests of Canadian manufacturers in this western country, I shall be most pleased to have you suggest same."

Wellesley Moore, British Consul, San Francisco, writes: "In reply to your letter of the 29th ult., I have the honor to state that it will afford me much pleasure to communicate to your Association any inquiries for articles of Canadian manufacture or production that may come to my notice. 'The Trade Index' which you enclosed has been placed in a part of the office convenient to the public."

J. B. Keating, British Vice Consul, Portland, Maine, writes: "Your communication of June 29, and 'Canadian Trade Index' to hand. It will afford me great pleasure if I can in any way further the interests of the members of your Association. I would, however, point out that a Consular officer does not have many opportunities to aid merchants, as but few inquiries are made of Consulates. I trust, however, that in the near future these conditions will be changed, and that a British Consular officer's scope of duties will be enlarged (beyond the routine of Board of Trade and other official work, and the protecting of the interests of commerce), as I am of the opinion that very valuable service can be rendered by resident Consular officers if their duties (and salary) were increased so as to embrace the points covered in your letter. And in this case the public could be educated to apply to the Consulates, which could readily become a bureau for all such commercial information and opportunities."

#### EXPORT TO LIVERPOOL.

THE following letter has been received from a large company in Liverpool, looking for the representation of Canadian firms, particularly those engaged in the manufacture of furniture:

"GENTLEMEN,—Yours of July 16 to hand; also copy of your journal and 'Canadian Trade Index,' for which kindly accept our thanks."

"If any of your manufacturers are open to do business, or appoint agents in this country, we shall be pleased to engage with them, providing they send us catalogues, as we are open to buy Canadian furniture, and are trying to confine all our buying to Canada, if possible; so shall be pleased to hear from you in reference to same."

"We thank you again, and wish your Association every success."

The address of this firm will be gladly furnished to any of our manufacturers interested in export to this important centre if application is made to the secretary.

#### CANADIAN INDUSTRIES AND FOOD SUPPLY ASSOCIATION.

A CIRCULAR letter has been received from London, England, enclosing a pamphlet on Canada's export trade with the United Kingdom; contrasting this trade with her trade with other countries and with Great Britain's total imports of food products.

It has been published in order to present in concise form the prevailing trade conditions, and the possibilities that exist for the expansion of Canada's export business.

It outlines the purposes and scope of the proposed Association, which is expressly designed to develop Britain's import of Canadian products and manufactures, and also to bring the British exporter and the Canadian importer into closer touch.

The Association proposes purchasing a commodious building in a central locality, where Canadian manufacturers will be given all facilities for the attractive display of their wares, in conjunction with which retail stores will be opened for the sale, direct to the British consumer, of every kind of Canadian food product.

In connection with the stores there will be a high-class restaurant and dining-rooms, where the viands will be strictly Canadian, and served in the best colonial style.

The kitchen will be in full view of the public, so that any special process necessary in the preparation of any particular article of food will be practically demonstrated by qualified cooks.

Reception parlors and reading-rooms will be provided, in which the latest Canadian and British trade publications will be on file, with all kinds of business literature—the collating of Anglo-Canadian commercial literature being a special feature.

The board rooms will be at the service of members for the holding of meetings for the promotion of Canadian interests.

The promoters, feeling that they are setting on foot a project which will do much to advance Canadian trade with Great Britain, are seeking some financial guarantee from the Canadian Government.

The plan suggested is that the Dominion Government should lease, say, 5,000 feet of floor space for exhibition purposes, at an annual rental of \$5 per foot, and that this could be used for a number of Government exhibits, of the natural resources of the Dominion.

It is urged that as a central display of the industrial capabilities of the Dominion, situated on a busy city thoroughfare, it would attract that commercial attention of which Canada stands so much in need.

The prospectus of this company will soon be issued, and Canadian manufacturers will, no doubt, look into the matter with interest, in order that they may find out whether the active management of this company is to be in the hands of recognized business men, and whether its affairs will be subject to Government supervision, or managed as a purely a private concern.



## THE ANNUAL MEETING.

Notice is hereby given to the members of the Canadian Manufacturers' Association, that the Annual Meeting of this Association will be held in the Temple Building, Toronto, at 10.30 a.m., on August 30, 1900, and attention is directed to the regulations, given below, which govern nominations and changes in the constitution.

### NOMINATIONS.

The constitution of the Association provides that the nominations for officers of the Association and committees shall be sent to the secretary of the Association not more than four, and not less than one week before the annual meeting, but no member shall be nominated unless his written consent has been obtained.

The officers and chairmen of committees, and committees, shall be elected by a majority of the active members present at the annual meeting.

As given in the proceedings of the special meeting of the Executive, a number of nominations have already been received. Members wishing to hand in further nominations must send them in writing to the secretary not later than August 23.

Those members whose names have been already proposed are being communicated with to ascertain their willingness to serve on these committees.

### AMENDMENTS TO THE CONSTITUTION.

The constitution provides for its amendment only by a two-thirds majority present at any general meeting, thirty days' notice in writing of such amendment having been given to the secretary, and it shall be the duty of the secretary to include in his circulars calling the next general meeting a notice of such amendment, both such notices to include the clause or clauses to be amended.

Notice has been given by J. P. Murray and J. O. Thorn, that at the annual meeting they will move for changes in the constitution as follows:

I.—Under "Meetings," the constitution provides as follows: "The fiscal year shall commence on the 1st day of August, 1900, and each successive year thereafter. The annual meeting shall be held during the eight weeks after the 1st of August." To read as follows: "The fiscal year shall commence on the 1st day of January, 1901, and each successive year thereafter. The annual meeting shall be held during the eight succeeding weeks after January 1st."

II.—Under "Committees":

(a) Trade and Industry Committee to be known as "Industry and Membership Committee."

(b) And also add "Committee on Commercial Intelligence."

III.—Under "Duties of Committees," the constitution provides as follows: "Meetings of the Executive shall be held on the first Tuesday of every month in the Association's

rooms, or more frequently if needed." To read "Meetings of the Executive shall be held on the second Tuesday of every month," etc., etc.

IV.—The Trade and Industry Committee now reads: "The members of this committee are expected to form in their various cities branches of the Association, and, if possible, convene a meeting of other members in each city, at which matters of interest to Canadian manufacturers and exporters would be considered."

"They are expected to support this idea by having a committee of some of the Association members, from whom they will elect a secretary, who will report to the head office after each meeting."

"Subjects which might be given immediate consideration may include: The metrical system, moneys, weights and measures; industrial schools and schools of applied art; a national museum of manufactures and fine arts; exhibitions held in Canada, and expositions held in Great Britain and foreign countries; consideration as to how to help exporters of products which are partly manufactured raw material."

To read: "Industry and Membership Committee. This committee shall have power to devise means for securing new members and accepting the applications when submitted. The members of this committee are expected to form in the various cities branches of the Association, and, if possible, convene a meeting of other members in each city, at which matters of interest to other Canadian manufacturers and exporters would be considered."

"They are expected to support this idea by having a committee of some of the Association members, from whom they will elect a secretary, who will report to the head office after each meeting."

V.—Committee on Commercial Intelligence: This committee shall have power to deal with such questions as the metrical system, moneys, weights and measures; industrial schools and schools of applied art; a national museum of manufactures and fine arts; expositions held in Great Britain and foreign countries, and all information that will be beneficial to Canadian exporters.

VI.—Under "Nomination and Election of Officers and Committees": This now reads: "The nomination of the officers of the Association and committees shall be sent to the secretary of the association, not more than four, and not less than one week, before an annual meeting, but no member shall be nominated unless his written consent has been obtained."

Drop the word "written," so as to read: "No member shall be nominated unless his consent has been obtained."

VII.—In the By-laws relating to Order of Business: Order of business No. 16 reads "Appointment of representatives to the Technical School Board," to read "Appointment of representatives to Technical School Boards."

## SOUTH-AFRICAN LETTER.

T. A. RUSSELL, Esq.,

Secretary Canadian Manufacturers' Association, Toronto.

SIR,—As a result of my visit to your city and several of its industries, and of the conferences which I have had with the Executive and several members of your Association, I am more convinced than ever of the possibilities of doing a largely increased trade with South Africa in the near future in almost every line of Canadian manufactures in which we pretend to compete.

My views on this subject have been fairly put before Canadians since my arrival, both verbally and by letters, and reports to the Government, so that it is not necessary for me to say more now than that the market is there—true, to a limited extent only in some lines, and it remains for the Canadian manufacturers to reach it and claim a fair share of that which is rightfully their own.

To do this successfully your members must first make their names and whereabouts known in South Africa, as also the particular lines in which it is desired to do business, and, with this in view, I would suggest that you make a collection of catalogues from your members and other Canadian manufacturers who are anxious to do business in South Africa (say 100 copies from each), box them up and freight them out via New York to Cape Town for distribution. It would also be desirable that each catalogue should contain full and accurate information in regard to prices, figured where practicable, f.o.b. steamer at New York, which is the competing point in this trade both as regards the United States and European markets.

Samples of various lines might also be sent out, and this plan has in the past worked to advantage. These samples are placed and cared for in the Canadian buildings in Cape Town, under the control of the commission firm of Moffat, Hutchins & Co., to which place importers are invited to inspect samples and obtain information regarding them.

I have spoken of Canadian manufacturers making themselves and their wares known, and what I have already suggested to you in the line of advertising, I think should be strongly urged by your Association upon its members. In this connection, I would only repeat what I have already communicated to you, that I strongly advise all manufacturers to enter into a scheme of advertising collectively in the leading dailies of the principal cities; say, a half dozen in all, under the heading "Canadian Export Manufacturers," the space allotted to each, say, one inch single column, being filled with the name of the firm or company, and stating its principal lines only, and at the foot of this advertisement, be it a quarter, half or full page, state that samples, catalogues and price-list with reference to any of the above lines can be



seen at the Canadian buildings. I would suggest that this advertisement be kept running in one newspaper at a time.

I have given you sufficient information regarding advertising rates to enlighten members on this point. I am of the opinion that such an advertisement as the one referred to would have the best possible effect in giving South-Africans some slight knowledge of the extent of our manufactures, and having once convinced them that we are a manufacturing and exporting country, it will not be long before individuals, firms and companies will reap the benefit, because a country must first prove its position generally before general inquiries will come that way.

In conclusion, I have only to say that I have spent a very pleasant visit to your city, and my thanks are hereby tendered to your Executive and yourself for the many courtesies which you have extended to me while visiting.

I am,

Yours, very truly,

(Signed) THOS. MOFFAT,

Can. Gov't. Agent,

August 10, 1900.

Cape Town.

#### CATALOGUES FOR SOUTH AFRICA.

As intimated in the last issue of *INDUSTRIAL CANADA*, Mr. Thos. Moffatt, the Canadian Government agent in Cape Town, and a member of the firm of Moffatt, Hutchins & Co., of that city, has been at the office of the Association for some time. He has there met many of our prominent manufacturers in various lines, and has been able to give them valuable information as to the possibilities of trade in that country. His advice in this matter has been particularly valuable, owing to his long experience with the conditions of trade prevailing there, and his accurate knowledge of Canadian affairs. If there are other manufacturers who have not yet met Mr. Moffatt, they can arrange to do so before his return to South Africa by communicating with this office.

As to means to be taken by Canadian manufacturers to extend trade with South Africa, Mr. Moffatt makes certain suggestions, two of which are mentioned in his letter to the Association, appearing in another column.

**Catalogues.**—In order to introduce our goods, it is necessary first to send out catalogues, containing full and accurate descriptions of the articles for sale, and also the prices for the same quoted f.o.b. New York, in order that comparison may be possible with American prices.

In sending out these catalogues it is necessary to avoid attempted economy by

**Thursday, August 30, is Manufacturers' Day in the City of Toronto. Friday, August 31, is Manufacturers' Day at the Industrial Exhibition. One trip takes in both.**

only sending one or two copies. It is absolutely necessary to send out, say, 100 or more copies of the catalogues, so that they can be placed in the hands of all the large dealers, and the proper prominence thereby given to the goods. Again, the distance between Canada and South Africa is very great, and communication is slow, and it is therefore absolutely necessary to give as much information at once as possible. Hence, each manufacturer should not only send his catalogue, but full particulars as to prices, shipping, etc., or else much valuable time will be wasted, and possibly the trade entirely lost.

In the same way, samples of various lines of manufacture could be sent out to great advantage and exhibited at the Canadian building in Cape Town. For each manufacturer to do this separately would lead to considerable expense, owing to the arrangement prevailing for minimum shipments. Consequently, the Association has decided to take up the matter, and to arrange for the forwarding of the catalogues of manufacturers who desire to exploit this foreign market. They are invited to send as many copies of their catalogues, and such samples as they may desire, to the Association, and these will be all packed together and sent out to Cape Town for distribution. Each manufacturer, then, will only be called upon to pay his proportionate share of the actual expense of shipping, and the Association will have them placed in the hands of persons who will look carefully after their distribution.

In this connection, Mr. Thorn, of The Metallic Roofing Co., has kindly offered to look after the shipment of these catalogues and samples with his next delivery to South Africa, and this will mean a very considerable saving, as the minimum transfer charge in New York on single packages, no matter what size, is \$2.25.

The catalogues should be delivered, charges paid, and accompanied by certified invoices in duplicate, showing number and value, so as to permit of the necessary export entry and bonding arrangements being made out here. It is hoped that many manufacturers will take advantage of this, by sending their catalogues and samples at once, in order that no time may be lost in securing a favorable introduction to this market.

**Advertising.**—The other suggestion made by Mr. Moffatt outlines a plan of advertising Canadian goods in a national way. One manufacturer in attempting to advertise his goods in South Africa, would incur an enormous expense, but for a number to do so would be very easy, and would lead to most gratifying results.

Mr. Moffatt's plan is to have a space in the leading Cape Town paper devoted to Canadian goods; to head this "Canadian Export Manufacturers," and then to have the cards of our various manufacturers inserted in columns under this heading. If

100 of our manufacturers would cooperate in this plan, each taking only an inch space, the result would be that one whole page of this newspaper would be daily devoted to the question of Canadian trade. The plan is to insert this advertisement in the leading Cape Town paper for one month; Durban, one month; Port Elizabeth, one month; East London, one month; Kimberley, one month; Bulawayo, one month, etc.

For four insertions per week in this way, the cost to each member would be \$1.25 per week. Thus, the burden on each individual would be very slight, and yet, through an advertisement in this national way, his enrollment would receive particular prominence. The Association, therefore, desires to hear from all who are interested in this project, as it desires to have the advertisement prepared and despatched at as early a date as possible.

The secretary therefore desires to hear from all manufacturers who would be willing to cooperate in this project to the extent of taking a one-inch advertisement at the rate of \$1.25 per week, as intimated above.

#### NEW MEMBERS.

The Association is pleased to receive into its ranks during the past month the following new members:

The St. Croix Paper Co., Limited, Halifax, N.S., manufacturers of pulp and paper.

The J. F. Pease Furnace Co., 189-193 Queen street east, Toronto, manufacturers of all kinds of heating apparatus.

The Grip Printing & Publishing Co., Toronto, printers, publishers, lithographers, etc.

The A. R. Bremner Co., 11 Colborne street, Toronto, manufacturers of toilet preparations.

The Stevens Manufacturing Co., London, Ont., plumbers and steamfitters, also manufacturers of brass goods, wood-work and wagons.

The Globe Furniture Co., Walkerville, manufacturers of church, school, hall furniture, bank and office fittings, and interior hardwood finish.

The Canadian Camera & Optical Co., Limited, 168 Victoria street, Toronto, manufacturers of cameras and photographers' goods.

The North American Bent Chair Co., Owen Sound, manufacturers of chairs.

The Five-in-One Envelope Manufacturing Co., 12 Leader Lane, Toronto, manufacturers of bank cheques, letter heads, envelopes, etc.

R. E. Menzie, Toronto.

M. Beatty & Sons, Welland, Ont., manufacturers of contractors' machinery.

**If you desire to make any appointments during the Exhibition, you may do so at the Association office, Board of Trade Building, or at its office in the Press Bureau on the Exhibition grounds.**



# TRADE BETWEEN CHINA AND THE UNITED STATES.

Address delivered by His Excellency Wu Ting-fang, at the banquet of National Association of Manufacturers of the United States.

IN days gone by China was well-nigh cut off from the rest of the world by natural barriers. The Himalayas shut her in effectively on the west. Communication by land could not be kept open over the lofty plateau of Pamir and the desert of Gobi, owing to the wildness of that region and the inhospitableness of the inhabitants. Communication by sea was equally difficult owing to the small size of the vessels of those days. Thus China was for centuries left to herself to work out her own destiny. Foreign commerce, therefore, was for a long time to her of no special consequence.

But trade was by no means neglected. The whole country was an industrial beehive. Each section had its peculiar products and manufactures. The magnificent systems of waterways, both natural and artificial, rendered the remotest parts of the empire accessible and facilitated the interchange of commodities. An enormous internal trade was developed. China is also blessed with a coast line stretching over 2,000 miles. Vessels laden with silk, rice and other products from the south used to proceed northward along the coast to the ports of Shantung and Chihli and return with cargoes of furs and beans. Large junkseven made frequent trips to Korea, Annam, Siam, the Philippines and the islands of the East Indies. In fact, we Chinese were already known among our neighbors as traders and merchants of the East.

It was, however, only 60 years ago when the commercial relations between China and western nations were first clearly defined by treaty. Since that time obstacle after obstacle to free intercourse has from time to time been removed until now China is open to the commerce of the whole world. Perhaps very few people can fully realize what this means. In the first place, China has a population of teeming millions. We need the cotton manufactures of Lowell and the food products of the West. In the next place, we have immense natural resources to be developed. The Province of Shansi is but a vast bed of coal and iron ore. Petroleum is found in Sz-chuen, quicksilver in Kweichow, and copper in Yunnan. We need your modern mechanical appliances to supplant the slow processes of production. Again, we have thousands of miles of railroads to be built. We need your rails, locomotives and iron bridges. It is needless for me to go on with the enumeration. Suffice it to say that the market is vast enough for every line of American goods.

The question now before you is what should be done to obtain a due share of the China trade. It seems to me there are two courses open to you. The first one is that you should go to China to show us what

you have to sell. We are a practical people. In business we take nothing on faith. We have to see what we buy, and we buy only what we want. What is absolutely necessary for you in your mode of life may not be suitable to the condition of things in China. I have all along advocated the establishment of an exposition in Shanghai and in other treaty ports for the exhibition of American goods. This will enable Chinese buyers to find out with the least expenditure of time and labor the quality and price of your goods. I am sure that in these respects American goods need fear no competition.

It is, therefore, with much gratification that I have learnt that the National Association of Manufacturers has taken up the matter in a line indicated by me, that a building for the display and sale of American goods has been secured in Shanghai and that 70 of the largest manufacturers in this country have already arranged for the placing of their wares there. The first shipment of goods has already been made. There is every reason to believe that success will attend the efforts of these pioneers of a new enterprise. With better acquaintance of American goods and manufactures I predict that you will find our people to be good customers, and I trust that you will soon see the necessity of establishing warehouses in other large commercial ports of China.

Another course to be pursued for the development of the China trade is that Chinese merchants should be induced to come to your shores, and be afforded every facility to visit the great commercial centres and inspect the immense factories, mills and other establishments in this country.

That the trade of this country with China has been rapidly increased within the last few years is borne out by the statistics published every year, but it is not generally known, and it is a fact which should be remembered, that our merchants are the only exporters of your goods to China. Take, for instance, the case of flour. All that is sent to China is upon order first received at the mills in this country. This shows you clearly the importance and necessity of allowing the Chinese merchants and traders to have free and friendly intercourse with the manufacturers and merchants in this country.

If Chinese merchants could come more freely to this country and see how things are done in your business establishments it would certainly give them a better idea of American enterprise and energy, and impress them with greater respect for American methods. They could also see many things which are new to them, ascertain their utility and their uses and would then purchase them.

I am compelled to say, and I say it with great reluctance, that no such facilities are afforded to Chinese customers to come to this country. American manufacturers may have agents in China to sell their goods. But Chinese merchants certainly ought to know best what is most suitable for their home markets. If they could enter this country without unnecessary restrictions they might be in a better position to select not only what they came to buy, but also carry home with them a great many things which they had no intention of buying at the outset.

It seems to me that self-interest alone ought to point out the best course for the American people to follow. If you should wish to increase your trade with China every obstacle in the way of free intercourse between the two countries should be removed. As the progress of civilization has leveled one natural barrier after another in order that the peoples of the earth may be drawn together into closer relations, it is certainly contrary to the spirit of the times to erect artificial ones by means of hostile legislation.

It is an agreeable surprise to me to hear, and I hear with great pleasure, that a resolution was passed in yesterday's convention expressing the belief of the National Association of Manufacturers that Chinese merchants coming to the United States should be accorded the right of entering without needless hindrance or delay. It is an encouraging sign, and I hope and trust that the resolution will be carried into effect.

With a growing commerce between China and the United States, the question of transportation will no doubt come more and more to the front. In days not very long past the American flag was a common sight among the shipping of Hong Kong, Shanghai and other Chinese ports. Now it is conspicuous by its absence. If Americans are to make good their claim to a due share of the commercial advantages in China it is essential that they should revive their carrying trade on Chinese waters. I have been informed that more goods have been offered of late to the steamship companies at San Francisco than they can possibly carry with the limited facilities at their command. The result is that the freight rates to the Orient have taken a sharp rise. The exporters from the Eastern States cannot but be injuriously affected.

If an isthmian canal were in operation, connecting the waters of the Atlantic with those of the Pacific, such congestion of traffic at any point on the Pacific Coast would be at once relieved. But unfortunately the day is still far distant when steamers can pass from ocean to ocean



across the Central-American Isthmus. In the meanwhile the time and tide of trade tarry for no man. Demand for American goods continues to pour in from the East. Without adequate transportation facilities, how is it to be met? After due inquiry I find that Americans do not control a single line of steamers plying between New York and Shanghai by way of the Suez Canal. I have no hesitation in saying that such a line, if established, will contribute materially to the expansion of trade between the two countries.

Mr. Goodnow, your Consul-General at Shanghai, reports that rates of freights from New York to China and Japan via Suez vary from 22s. 6d. to 27s. 6d. (\$5.46 to \$6.68) per ton of 40 cubic feet, against 45s. to 50s. (\$10.93 to \$12 15) charged by steamship owners from London and Liverpool to the same destination. Thus, it is apparent that British steamship companies give preferential rates to American shippers. The English are noted for their acute judgment in matters of business. If English shipowners think it worth their while, for business reasons, to offer cheaper rates to American than to English shippers, it is not to be supposed that they cherish greater love for their American cousins than for their English brethren. It is because they consider it good business policy. Such being the case, it seems strange that you enterprising Americans should, so far, have made no serious attempt to secure, at least, a share of the profits arising from carrying your own goods.

If a line of American steamers should ply regularly between China and the Atlantic seaports of the United States, there is scarcely any room for doubt that a large shipping business will be done, as greater facilities will be afforded to exporters of goods manufactured in the Eastern States.

Before closing these remarks I have to express my sincere thanks to the Citizens' Committee and the National Association of Manufacturers for extending their invitation to me to attend this banquet, and I am extremely glad to be able to be present. It is a great pleasure to me to meet so many leading manufacturers from all parts of the United States, who represent all branches of industry. The National Association is composed of representative business men in this country and exerts a great influence for the common good. By furthering the interests of its members it in effect promotes the welfare of the nation. For, as producers of wealth, manufacturers hold a position second to none in importance. With the expansion of commerce, as all parts of the earth will become more and more accessible by steamer or railroad, new markets will be opened for American manufactures. Business connections will be established wherever goods find their way. Intercourse and trade will make peoples and nations grow more and more friendly to one another and take a common interest in the welfare of the world, thus contributing an important factor toward the preservation of universal peace. (Great applause)

## THE LIBRARY OF THE ASSOCIATION.

ANY of the following books or periodicals may be freely consulted at the office of the Association, or information capable of being procured from these will be furnished on application to the secretary:

- Government Reports—
  - Public Works.
  - Postmaster-General.
  - Unclaimed Balances.
  - Interior.
  - Agriculture.
  - Railways and Canals.
  - North-West Mounted Police.
  - Chartered Banks.
  - Secretary of State.
  - Manufacture and Sale of Twine.
  - Trade and Commerce (Feb.).
  - Insurance Companies.
  - Civil Service Examinations.
  - Trade and Navigation.
  - Experimental Farms.
  - Civil Service List.
  - Public Accounts.
  - Fisheries.
  - Indian Affairs.
  - Trade and Commerce.
- Hansard—
  - House of Commons.
  - Senate.
- Revised Statutes of Canada of 1886 with Amendments to Date. 15 vols.
- Reports of Dominion Archives, 1881-98. 17 vols.
- Statistical Year Books of Canada—
  - 1886-7-8-9, 1890-1-2-7-8.
- Canadian Almanac, 1900.
- Canadian Textile Directory—
  - Biggar, Samuel & Co.
- Catalogues of Canadian Manufacturers.
- Prize Lists Canadian Exhibitions.
- Wood Pulp of Canada—
  - George Johnson.
- Ontario—
  - Reports of the various Departments.
  - Legislative Reports.
  - Bureau of Industries, 1892-98.
  - Revised Statutes of 1897 with amendments to date. 4 vols.
- New Brunswick—
  - Consolidated Statutes with amendments to date. 11 vols.
- British Columbia—
  - Year Book 1897.
  - Canadian Yukon (with maps).
  - Report Minister of Mines, 1896-9. 4 vols.
- Census of Canada—
  - 1870-1. 5 vols.
  - 1880-1. 4 vols.
  - 1890-1. 4 vols.
- Census of United States, 1890. 10 vols.
- " Great Britain, 1891. Vol. III.
- Technical Education—
  - An address, President Loudon.
  - Prospectus, Owen's College, Manchester.
  - Calendar, Bradford Technical College.
  - " Yorkshire " "
  - (Leeds).
  - Calendar, Massachusetts Institute of Technology.
  - Calendar, University College Science Course, Liverpool.
  - Calendar, School of Practical Science, Toronto.
  - Calendars, Toronto Technical School, 1892-9.
  - Report, Toronto Board of Trade, 1899.
  - Address, Jas. D. Allan.
- Insolvency Law in Canada, J. P. Thomson.
- " " United States.
- " " Great Britain.
- Annual Report, Toronto Board of Trade.
- " " Vancouver Board of Trade.
- Annual Reports, Interstate Commerce Commission, 1890-8. 9 vols.
- Monthly Bulletins, Department of Labor, Washington. 29 vols.

- Bulletins of Department of Agriculture, Washington. 14 vols.
- Review of the World's Commerce, 1899.
- Statistical Abstract of the United States, 1898-9. 2 vols.
- Catalogue of Iron Age Library.
- American Trade Index, National Association of Manufacturers of the United States.
- Report of Fifth Annual Convention of National Association of Manufacturers of the United States.
- Annual Report of Commissioner of Labor, Washington, 1886-1898, 24 volumes, Subjects: Industrial Concessions; Convict Labor; Strikes and Lockouts; Working Women in Large Cities; Marriage and Divorce; Railroad Labor; Cost of Production, Iron and Steel; Cost of Production, Bottles and Glass; Industrial Education; Labor Laws; Phosphate Industry; Building and Loan Associations; Compulsory Insurance; Liquor Traffic; The Slums of Great Cities; Strikes and Lockouts; Strikes and Lockouts, vol. 2; The Housing of the Working People; Work and Wages of Men, Women and Children; The Italians in Chicago; Economic Aspects of the Liquor Problem; Hand and Machine Labor; Hand and Machine Labor, vol. II.; Water, Gas and Electric Light Plants.
- Engineering Directory of Great Britain.
- Kelly's Directory of Merchants, Manufacturers and Shippers of the World.
- Report of Fourth Congress of Chambers of Commerce.
- Reports on Trade Marks Laws.
- Reports on the Metric System.
- Report of Chambers of Commerce of Glasgow, 1899.
- Western Union Telegraph Code.
- South Africa—
  - The General Directory of South Africa, Dennis, Edwards & Co.
  - Guide to South Africa, Brown & Brown.
  - The Boer War, E. B. Biggar.
  - Shippers' Guide to South and East Africa, Messrs. Mitchell & Cotts.
  - Cape Government Railways.
  - Mr. Moffat's Report to Department of Trade and Commerce.

## REGULAR PUBLICATIONS RECEIVED.

- Consuls Reports of Great Britain.
- Consuls Reports of United States.
- Monthly Reports of Departments of Trade and Commerce.
- Monthly Reports of Departments of Customs.
- Monthly Summary of Commerce and Finance of the United States.
- Advance Sheets of the Monthly Summary of Commerce and Finance of the U. S.
- Canadian Patent Office Record.
- Canadian Hardware and Metal Merchant.
- " Bookseller and Stationer.
- " Grocer.
- " Printer and Publisher.
- " Manufacturer.
- " Architect and Builder (2 copies).
- " Lumberman (2 copies).
- " Electrical News (2 copies).
- The Monetary Times.
- The Dry Goods Review.
- The Implement Age, Philadelphia.
- Export Implement Age, Philadelphia.
- The American Fertilizer, Philadelphia.
- American Manufacturer, Pittsburg.
- The Iron Age, New York.
- American Trade, Philadelphia.
- Bulletin of United States Export Association, New York.
- Chambers of Commerce Journal, London, Eng.
- Board of Trade Journal, London, Eng.
- Journal of Board of Agriculture, London,



# Industrial Canada.

Issued about the middle of every month by

**The Canadian Manufacturers' Association.**

**Subscription, \$1.00 per annum, payable in advance.**

Subscription included in membership to the Association.

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### SECRETARY,

Canadian Manufacturers' Association,  
Board of Trade Building,  
Toronto.

**TORONTO, AUGUST 20, 1900.**

## The Coming Convention.

If there is one feature about the arrangements for the coming convention which it is desired to impress upon our members and manufacturers more than another, it is the fact that they are not to be to any extent backward in asking for any information about the arrangements that are being made. The Association will esteem it a particular favor to offer any courtesy whatever to manufacturers visiting Toronto at this time, and the secretary particularly requests that manufacturers will ask that every possible convenience be procured for them during their stay in Toronto. Any information as to the carrying out of the programme, the arrangements for the banquet, for the holding of meetings, or for the securing of hotel accommodation will be gladly furnished.

## Our Next Issue.

The next issue of INDUSTRIAL CANADA, besides containing the ordinary reports of the Executive and standing committees, and regular correspondence of the Association, will contain a full report of the convention proceedings. Instead of issuing a special annual report, all will be embodied in the September issue of this publication. The reports of officers and committees, of the discussions which take place, and the resolutions moved, will all appear in full in INDUSTRIAL CANADA, and members are asked to preserve this as an official report of the Association for its year 1900.

## Exhibition Office.

The attention of our members is drawn to the fact that the Association will have, besides its regular office in the Board of Trade Building, also an office on the Exhibition grounds during the two weeks of the Toronto Fair. The office is on the ground floor of the Press Bureau, and will be open to all manufacturers. Writing material and the services of a stenographer will be at the disposal of our members, and it is hoped that they will be freely made use of.

Any members wishing to leave parcels, or to make use of the office in any way, are cordially invited to drop in at the Exhibition office of the Canadian Manufacturers' Association.

## Census Commissioner.

Archibald Blue, Chief of the Ontario Bureau of Mines, has been appointed Commissioner for taking the Dominion census in 1901, and has entered upon his duties.

The position he vacates in the Bureau of Mines will likely be filled by Mr. Thos. Gibson, who has been for some time closely identified with this department. Mr. Blue has been director of the Bureau of Mines since 1891, and his annual reports have been of considerable value. In fact, much credit is due to him for what progress has been already made in the development of the mineral resources of the Province of Ontario.

Hence, Mr. Blue should bring to the work of organizing the census practical experience in statistics which should be of the greatest value.

## Chambers of Commerce.

The official report of the proceedings of the Fourth Congress of the Chambers of Commerce of the Empire has come to hand, and is an exceedingly interesting volume.

It gives verbatim reports of all discussions which took place, and also includes the names of all delegates and Chambers of Commerce, etc., represented.

The Association has ordered a number of these copies, and will be glad to forward a copy to any of our members who are particularly interested in this subject. These extra copies will not be to hand for a week or so, but will be then forwarded to any who desire to have them.

## The Chinese Market.

The address delivered by His Excellency Wu Ting Fang, Chinese Minister to the United States, at the banquet tendered to the National Association of Manufacturers of the United States, was of such importance in its relation to the possibility of trade between America and China that it is given in full in another column of INDUSTRIAL CANADA.

This address shows the vastness of China's resources, and the means by which

they may be turned to the advantage of Americans. The article should be read carefully by our manufacturers, so that when peace and order shall be restored Canadian capital and manufactures shall be in a position to get at least a proportionate share in the supplying of China's requirements.

If, as a result of the present troubles in China, that country should open up to a development such as has taken place in Japan, the market that is open to foreign products, particularly in railway iron and engines, cars, electrical appliances, etc., can hardly be overestimated. China has, at the lowest computation, a population of 400,000,000 people, and if she should once, as a nation, enter upon a policy of progression along the lines of Western civilization, the inducements to foreign manufacturers will be enormous. In the meantime, nothing can be done save to prepare ourselves for such a contingency. But it would be well to devote some attention to the conditions prevailing in that Eastern country, situated in such a portion of the earth's sphere that Canada can supply her wants more directly than any other country.

## Technical Education.

In writing to the secretary in connection with technical education, "Scrutator," whose article appears in another column, says: "We must first recognize the fact that the Germans have great native strength and enterprise. Then, in their schools they spare no expense, and, as a result, they have the best system of education possible, for they have the aid and cooperation of a powerful Government, acting under intelligent direction.

"At a meeting in Charlottenburg, the manufacturers, to intimate how valuable they considered the work of that one school, subscribed a fund of \$375,000 to endow it with scholarships.

"Are the Canadian manufacturers sincere in wishing to have proper schools, and how far will they go into their pockets to get them?

"Many of the German schools are not expensive buildings, but they have the most eminent masters, and most careful equipment."

## Library of Manufacturers' Catalogues.

In the last issue, request was made that our manufacturers should send copies of their catalogues to the office of the Association, to be there kept on file for reference purposes.

Many of the manufacturers have already accepted this offer, and sent in their catalogues. During the past month the need for these catalogues has been greater than ever before. Some five foreign representatives have called at the office of the Association



and, where possible, we have furnished them with catalogues of our members.

It is desirable, therefore, that our manufacturers should send in not only one copy of their catalogues for reference purposes, but also several copies in order that single copies may be given away to any interested parties when they call.

Kindly mail, then, as many copies as convenient to the Association, and they will be used with all due discretion in the matter of distribution.

### Canadian Trade Indexes.

The acknowledgements of the receipt of the "Canadian Trade Index" by British Consuls, and by other commercial bodies, which appear in another column, show the interest that is being taken in matters Canadian.

It is hoped that any of our manufacturers who desire information about trade conditions in any of these countries will not be backward in appealing to these men who have placed their services so freely at our disposal. These Consuls all expressly state that they will be only too happy to furnish any information that is possible to any of our manufacturers who desire to communicate with them.

### American Manufacturers.

The report of the proceedings of the fifth annual convention of the National Association of Manufacturers of the United States has come to hand. It is a neatly printed volume, embodying complete reports of all the proceedings of this most interesting convention. The addresses delivered by the different members and by the Ministers of State at the important banquet, which concluded the convention, are given in full.

Our members have already received a copy of the report of our delegates at this convention, and if any desire to look further into the proceedings the official report can be seen at this office.

### Membership Certificates.

Since last issue of INDUSTRIAL CANADA the membership certificates have been sent out to all our members. These were neatly framed and ready to hang up in the office of each member.

The replies that have been received on this account have been particularly gratifying; many correspondents commenting very favorably upon the style and general get-up of the certificate.

The time should not be far distant when these membership certificates will be seen in the office of every manufacturer in Canada.

Are you interested in the South-African market? If you are, read the arrangements being made for the despatch of catalogues and samples to South Africa, and for advertising there.

### Maritime Board of Trade.

The sixth annual convention of the Board of Trade of the Maritime Provinces opened in Kentville, N.S., August 15, and was a most interesting and profitable gathering.

Some of the questions on the programme for discussion were: "The development of Canadian trade with the West Indies"; "The development of the Iron and Steel industry"; "Atlantic Mail Service, on a basis of speed"; "Preferential trade within the Empire"; "Better hotel and other accommodation for tourists," etc.

The President is M. G. DeWolfe, of Kentville, who, with Secretary Calkin, worked very hard to make the session the most interesting since the board was organized.

### The Glasgow Exhibition.

A letter has been received from one of our members, asking whether our Association is taking up the matter of a Canadian exhibit, or not, and if any information is available on this subject. The Association has already written to the Honorable the Minister of Agriculture asking what space is to be available for Canadian exhibits, and as much information as can be had at the present time.

The question will come up for discussion at the annual meeting of our Association, and it is hoped that members will, in the meantime, look into the matter and form some idea as to the best manner in which our manufacturers could make an effective display at this important exhibition.

### Canada and the Imperial Institute.

At the regular meeting of the Executive Committee on August 14, Mr. Arnold W. Thomas, of the Copp, Clark Co., Limited, reported the result of a visit to England, especially in connection with the Imperial Institute.

On this subject Mr. Thomas spoke as follows: "The Imperial Institute itself is a very large building, about 600 feet long, containing an enormous number of rooms.

"One of the leading features there is the exhibit of colonial products and manufactures. I think I may safely say that the exhibit of Canada is the poorest of any colony of the British Empire. The Australian, African, West India and East India exhibits are very fine indeed—splendid—well prepared and well exhibited, and then, when you come to the Canadian section, you are ashamed of your country. The exhibits that are there are not at all representative of what Canada can do. There are a few doors, a pile of old iron from Nova Scotia, a few boxes and cans on a shelf; some fruit, leaves and flowers, but nothing of what Canada can do, and I felt so badly about it I did not know what to say to Mr.

Watson about it. He said he could not help it; the Dominion Government would not do anything; the Provincial Governments would not do anything, and the manufacturers would not do anything, and he asked me to bring it before this committee. I do not think there is any better place for manufacturers who wish to have a share in that business to exhibit than at this Institute. They have 200 callers per day, taking the average for a year. Two hundred visitors pass through this exhibit every day, and fancy what an idea they must have of Canada when they see our poor, miserable exhibit, and then look beyond a few yards and see others which are very fine indeed!

"There is absolutely no charge for caring for these exhibits. Mr. Watson's salary is paid by the various Governments, and there is no rent, no insurance, and no expense of any kind at all. Any manufacturer can prepare his exhibit here, and by making application (I cannot say for the moment whom to apply to. I think it is one of our Ministers; but, at all events, Mr. Watson could put you right), have the exhibit sent to this Institute, and placed on exhibition, and it will be taken care of by Mr. Watson, who looks after these exhibits, and answers questions and who will take a responsible share of interest in them.

"So, that if any of our members wish to secure the British trade there is no better opportunity open than through this Institute.

"Mr. Watson also is the party to whom these inquiries for mutual trade are sent, that is, of those who wish to open up trade in Canada, and those in Canada wishing to open with the British, and he said he was quite willing, wherever it is possible, to write to the Association and give the names of those who are asking for openings in trade.

"I would suggest that Mr. Watson be made an honorary member of this Association. He has done a great deal for us, and is willing to do a great deal more, and, I think, the very least we could do is to give him that honor."

These remarks show that there is much that can be done to improve the Canadian exhibit at the Imperial Institute, and the Committee on Resolutions is looking into the matter carefully in order to suggest a programme of action for our members and for our Governments, which will assist in placing Canada in a proper position before the English investors who visit the Imperial Institute. This will be discussed at the annual meeting.

The City of Toronto, the Industrial Exhibition Association, and the Canadian Manufacturers' Association are all co-operating in the entertainment of the visiting manufacturers, their wives and daughters.



### TRADE WITH RHODESIA.

MESSRS. Hopkins Bros., mercantile, stock and share brokers, in Bulawayo, write in part as follows:

"DEAR SIR,—We have taken the liberty of sending the enclosed letter to your Association, as we feel convinced our scheme as representative agents, traveling the whole of this country, is a good one, and could result in benefits to the manufacturers of your district.

"We need hardly point out that the possibilities of South Africa will, in a very few years, become realities, and we feel convinced that this is a country with a bright and prosperous future, and a market that needs the very careful consideration of your merchants and manufacturers.

"We have taken the liberty of addressing your Association in the hope that you will bring same to the attention of such of your members as are not already represented in South Africa.

"It is our intention to apply for the agencies of firms representing different classes of manufactures, and, as traveling agents in this country, we trust we may considerably reduce the cost to the individual firms.

"With our head office in Johannesburg, one partner can easily control the chief centres of the Transvaal; while the other would travel the Free State, Cape Colony, Rhodesia and Natal.

"In conclusion we can only state that we have both carefully studied and are thoroughly conversant with the trade and requirements of South Africa, and feel assured that we shall be able to influence trade very considerably into the hands of any firm we may represent, and we shall always do our utmost to give such firm every satisfaction."

### POSSIBLE TRADE WITH DENMARK.

AT the present time there is in Canada, Mr. Th. N. Visholm, of Copenhagen, who is interested in the possible extension of Canadian trade with Denmark, through the free port of Copenhagen. He points out very clearly the advantages that we possess for doing a trade with Copenhagen.

In the first place, there is direct steamship communication from New York to this port, and, in the second place, being a free port, it affords access to all the countries bordering on the Baltic Sea. As there is no duty on imports, goods destined for various markets in the North European countries may be shipped collectively to Copenhagen, and, after being separated, can then be reshipped to their respective places of destination at

If you want hotel or good private house accommodation secured during your stay in Toronto, write to the secretary.

much less cost than if each part had to be sent direct from the shipping port.

Mr. Visholm points out that there are very many of the articles that are at present being produced by Canadian manufacturers, and which are mentioned in our "Canadian Trade Index," that could be profitably exported to Denmark at the present time.

He is, therefore, anxious to meet any of our manufacturers who are desirous of doing a foreign trade in that country with a view to offering his services in introducing their goods.

His plan, briefly speaking, is to secure, say, one dozen or 20 firms who desire to introduce their goods in Copenhagen; to take over samples and catalogues of these manufacturers, place them in a good exhibition wareroom, and advertise through the press, and other ways, the fact that Canadian goods can be seen at this building. He would then endeavor to have the different lines taken up and handled by large houses in Copenhagen.

The expense of each manufacturer doing this separately would be very considerable, but for a number to do so would greatly decrease the expense incurred.

Further, Mr. Visholm's acquaintance with Canadian affairs, and his very accurate knowledge of the conditions prevailing in his own country, should make his services valuable.

If any manufacturer desires to have him call for the purpose of going into this matter in the way suggested, they may do so by addressing this office.

### CANADIAN PLOUGHS.

Professor Lemon, of the Government at Mysore, India, has written to the Ontario Agricultural Department, asking for the names of two or three Canadian firms manufacturing farm implements. He says the primitive wooden plough is still in use there. In some parts the English ploughs were used, but they were altogether too heavy and were abandoned.

### CANADIAN NUTS AND BOLTS.

American firms have been for some time sending nuts and bolts into Glasgow, and inquiry has been made as to the possibility of Canadian firms doing likewise.

One firm in particular in Scotland has given attention to this matter on behalf of Canadian manufacturers. They inform us that unless Canadian makers will go to the expense of keeping local stocks in Glasgow, that is impossible for them to undertake this trade. So far Canadian makers have desired to secure actual orders, but the information would indicate that the trade cannot be done in this way.

Information as to the people who will handle this article in Scotland is available through the Association.

### EGGS FOR SOUTH AFRICA.

THROUGH the kindness of Mr. John M. Taylor, of the Dominion Radiator Co., Toronto, the Association is in receipt of a letter from a firm in Point Durban, asking for large quantities of eggs.

He writes as follows:

"We get heavy supplies of these from Madeira, but have learned that there is some way of curing them so that they will keep through the voyage. We shall therefore be glad to learn at what price eggs can be supplied, f.o.b., say, at Toronto, when we can calculate the other expenses, and thus see whether any good can be done by importing.

"It might be well also to state how long the eggs will keep under your system, which will serve as a guide for us in making estimates.

"As to payment, the shipper can draw upon us, or we can give references in your city."

If any of our members are interested in this trade, the secretary will be glad to furnish the name and address at once.

### AN EXPORT REPRESENTATIVE IN NEW YORK.

SINCE last issue of INDUSTRIAL CANADA we have been visited by Mr. Geo. S. Carr, of New York, who was in Canada largely for the purpose of securing the right to represent certain of our manufacturing concerns in New York City. Mr. Carr has already represented one or two Canadian firms, and has given the very greatest satisfaction, and is determined to devote his energies to the representation of Canadian firms. Briefly speaking, his plan of operation is as follows:

Nearly all the large importing houses situated in South America, Africa and other parts of the world have their buying agent in New York, to whom they send their orders from time to time, and these buying agents then purchase from the manufacturers with whose wares they are acquainted.

Mr. Carr's plan is to visit these buying agents as their orders come in, and to endeavor to secure their orders for Canadian houses. He would carry catalogues and samples of the firms which he represents, and when sales are made the goods would then be shipped directly through in bond to the purchasing house, wherever it might be situated.

Mr. Carr has inserted a card giving his address in this number, and will be very happy to communicate with any manufacturers desiring to do a foreign business in this way.

It need only be stated that he is very highly recommended already by at least one large Canadian exporting firm.



## INQUIRIES FOR ARTICLES OF CANADIAN MANUFACTURE.

**D**URING the past few weeks the following inquiries have been received for articles of Canadian manufacture. Most of these have been received through the office of the High Commissioner in London and through Mr. Harrison Watson, curator of the Canadian section of the Imperial Institute. Particulars as to the persons to communicate with can be had on inquiry at the office of the Association:

Apples and fruits (two inquiries).

Bacon (two inquiries).

Butter.

Box boards—Two inquiries have been received for shippers of box boards, cut to dimensions, and continually inquiries are received for makers in these lines. One firm in particular write, stating that they are open for 1,000 gross of cheap cloth boards, cut to 28, 29 and 30 inches by 6 inches by  $\frac{1}{4}$  inch. They like the Parry Sound boards, but request a cheaper and rougher article for general purposes.

Bones for Handles.

Biscuits.

Barley (pearl).

Bran.

Canned apples, tomatoes, lobster, etc. (two inquiries).

Carriage woodware (two inquiries).

Cattle bones, hoofs, hair, oil, etc.

Chopped apple.

Copper sulphate.

Eggs (two inquiries).

Excelsior packing—A sample of this has been received at the office, together with an account of prices paid in England, and manner in which it should be shipped.

Fish guano.

Fir pitwood.

Flour.

Handles for picks, hammers, edge tools, etc. (2 inquiries).

Maple syrup and maple sugar.

Mouldings (room and picture).

Mineral ore, manganese, copper, zinc, silver, lead, cobalt, antimony, platinum and asbestos.

Oatmeal.

Pig lead.

Paper and pulp (three inquiries).

Potato starch.

Produce.

Sea-grass for packing.

Steel and iron.

Sandstone.

Seeds.

Starch.

Steel plate, shearings and heavy scrap.

Tallow and grease (two inquiries).

Wood dowels (two inquiries).

Wood frames for wire mattresses.

Wood doors (two inquiries).

Woollens (Canadian).

Inquiry has also been received for the names of Canadian firms who would handle the following goods in Canada:

Brass furniture fittings.

Cutlery and electro plate.

Cement sewer pipes.

Elastic stockings and surgical bands.

Guage glass.

Glaziers' diamonds.

Hatters' furs for manufacturers of hats.

Hemp and wire rope.

Iron and steel plates.

India rubber and gutta percha.

Metal and hardware.

Magnesite and magnesite bricks.

Oils and varnishes.

Provisions (wines, groceries) (two inquiries).

Stationery.

Sal ammoniac for fertilizing.

Safes.

Tweeds (Irish homespun).

Any manufacturers who desire to communicate with these firms will be gladly furnished the necessary information on application to the secretary.

## WOOD FLOUR.

**M**R. WATSON informs us that wood flour is an article about which there are constant inquiries. It is a very fine powder used in the production of explosives, and also in the manufacture of linoleum, oil-cloth, etc., and a detailed report about it has already been given in the annual report of the High Commissioner of 1898.

So far it would appear that no Canadian firm is producing the material, the reasons given being the heavy cost of the special machinery required, and the stringent regulations made by buyers.

Several Canadian firms have taken up the matter with the idea that the material was saw-dust. This, however, is incorrect, as it is a fine white meal, requiring special production.

There appears to be a very considerable demand for the material both in the United Kingdom and on the Continent, and there is scarcely any doubt but what it would pay Canadian manufacturers to buy the special plant to produce this article in large quantities for these markets.

## WHERE ARE OUR HANDLE MANUFACTURERS?

**S**EVERAL inquiries have already been received from foreign sources for the manufacturers of wood handles for picks, axes, sledges, brooms, etc.

A firm in New York write asking for the addresses of the Canadian manufacturers of these, and say that if they can get in touch with the right parties they can do a large export business.

Other inquiries for the same articles come from England.

The secretary will be only too pleased to place any of our manufacturers in communication with these parties if they will send information as to their ability to supply this foreign trade.

**Manufacturers should regard August 30 as their employees do their Labor Day.**

## AUSTRALIA.

**Melbourne.**—Since last issue of INDUSTRIAL CANADA, the Association has been favored with a visit from Mr. John MacClellan, representing the large departmental store of Foy & Gibson, in Melbourne, Australia. Mr. MacClellan is on a business trip to the United States, Canada and Great Britain, for the purpose of buying largely in many different lines. Heretofore his purchases have been made almost entirely in the United States and Great Britain, but, on this visit, he paid some attention to Canadian goods, and spent a few days among our manufacturers here. The result was the placing of several important orders with some of our leading firms, and this should be the beginning of a very profitable trade. Mr. MacClellan is now in New York, but may return through Canada on his way from England back to Australia, and will make the office of the Association his headquarters while in Canada. Any inquiry addressed to him here will be sure to reach him.

Mr. MacClellan has further promised to procure for the use of the Association catalogues of goods that are being sold in Australia, with approximate prices for same. These will be kept at the offices of the Association, and can be seen by our members. This will enable them not only to understand the classes of goods that are being imported, but also the particular style of these, and the prices that are being paid, so that a member will be able readily to find out whether he can compete in the various lines, or not.

**South Melbourne.**—A large firm in South Melbourne writes us as follows: "We are desirous of extending our business and are in a position to handle almost any lines, and in quantities; are prepared to pay cash at port of shipment. In addition to being manufacturers and importers of furniture, carpets, etc., we are wholesale jobbers in graphophones, bicycles, carpets, fancy goods. If you will request any likely people to communicate with us, we shall be much obliged."

The firm writing is one of the largest establishments in Australia. The secretary will be pleased to furnish the name and address to any interested in this trade.

## TRADE WITH RUSSIA.

Through the High Commissioner's office we are in receipt of an inquiry from a commission merchant in Charkoff, Russia, who desires to represent Canadian firms there.

## AUSTRIA.

A gentleman in Austria would be pleased to hear from Canadian firms wishing to extend their trade in that direction. He already represents one or two American concerns, and can give excellent references.

The inquiry comes from Mr. Watson.



## TECHNICAL EDUCATION.

(Contributed.)

**W**HAT do we want our schools to accomplish, that is technical, scientific, etc.?

I do not claim originality in the ideas that follow, as they are really the results of reading about the schools of Germany.

In conjunction with the scientific instruction provided by our universities, which is most important, we need technical schools of many kinds, or equipped with branches for separate industries, including manual training schools for those who are not fitted or able to take the higher courses.

Schools are required to prepare pupils for the textile industries, leather trades, wood-working, ship-building, and many other industries which, it is believed, need advancement.

Germans do not worry themselves so much about protective tariffs. They find out wherein lies the trouble and then educate and train their people to the greatest skill and efficiency.

The value of technical education is understood in Germany. If a manufacturer is not progressing, either by poor protection or severe competition, he brings about him the best scholars of the universities and schools to improve the processes in use in the factory.

It is known that a single manufacturer will employ any number of chemists with doctor's degrees to obtain a certain chemical result.

The use of coal-tar dyes, artificial indigo, fast blacks, has been brought about in this way; in fact, almost revolutionizing the science of dyeing. These successes are all to the credit of the technical schools of Germany.

The German school, however, does not stop at the production of an article—it goes on further. It is found necessary to teach how to sell it, to transport it and the best way to put it on the market. There is the education of production, followed by the education of distribution, or commerce.

In addition, there are necessary schools to instruct clerks, bookkeepers, typists, salesmen, agents, and managers of large industrial enterprises.

To such an important stage has this grown all over the continent that there is now an International Conference for commercial instruction which meets from year to year.

Such are the class of schools we need; and to get them the manufacturers must each for himself and all together take such an aggressive interest as will make this country able to compete with any country in the world.

Using old cast-off machinery of other days long gone by, having no regard to

mill equipment, not studying the best to be seen, nor making an endeavor to be better than ever, will never make Canada anything but the tail of the procession.

The greatest and most valuable help to be had will be found in the very best we can procure in technical schools; and we must be prepared to pay for them. They are like diamonds or gold, they can only be had for money and perseverance.

SCRUTATOR.

## SPECIAL MEETING OF THE EXECUTIVE.

**A**SPECIAL meeting of the Executive Committee was held in the Association rooms at 8 p.m., August 7. Mr. J. F. Ellis in the chair.

Others present were Messrs. E. Tougas, of Montreal; J. O. Thorn, J. P. Murray, W. K. McNaught, Geo. Booth, W. B. Rogers, A. W. Thomas, Frank Kent, and F. Stanley.

Moved by Mr. McNaught, seconded by Mr. Murray, that the minutes be taken as read.

Communications were received from a number of manufacturers acknowledging receipt of their membership certificates and expressing their appreciation of same.

Letters received from British Consuls, acknowledging receipt of "Canadian Trade Index" (and published in another column of INDUSTRIAL CANADA), were read.

The United States Export Association wrote explaining the scope of its efforts to increase the United States export trade, and offering to cooperate with this Association.

Harrison Watson, curator of the Canadian section of the Imperial Institute, wrote giving a sketch of the work of the Imperial Institute and the services that it might render to Canadian manufacturers. Mr. Watson's letter appears in another column of INDUSTRIAL CANADA.

A letter was received from Messrs. J. W. Lec & Co., asking particulars about the Canadian exhibit at Glasgow next year.

Resolved that the secretary write to the Minister of Agriculture to find out what is being done by the Government in this matter, so that the Association will be able to arrange for accommodation for its members at this Exhibition, if it is decided to enter upon it as a national concern.

A letter was read from Hon. A. G. Blair, in reply to the request of the Association to be apprised of changes in classification and rates. Mr. Blair wrote that he would take the matter under consideration for a time, but at the present he was strongly in favor of granting this request.

Mr. Thorn read communications to the Association dealing with the machinery hall at the Industrial Exhibition, the improvements which had been made in the accommodation provided for exhibitors in the carriage building, the improvements in the main building permitting much larger space to be devoted to manufacturers, and con-

gratulating Mr. McNaught on his services to the Association in these respects.

Mr. Thorn also submitted another letter, offering to send catalogues of manufacturers to South Africa along with the next shipment of his firm to that market.

The following applications for membership were received and accepted: The Stevens Manufacturing Co., London; St. Croix Paper Co., Halifax, N.S.; J. F. Pease Furnace Co., Toronto; The Grip Printing and Publishing Co., Toronto; The A. R. Bremner Co., Toronto.

The Secretary reported in connection with the work of the Association, the publication of INDUSTRIAL CANADA; the visit of Mr. Thos. Moffatt, and his stay at the office of the Association, the visit of Mr. Carr, from New York; of Mr. Visholm, of Denmark; Mr. MacClellan, from Melbourne, Australia.

He also submitted a report on the arrangements which had been made for the annual meeting of the Association; the arrangements made by the Industrial Exhibition Association to entertain the ladies; the grant given by the city council to assist in the entertainment of visiting manufacturers, etc.

The tender of Mr. Davy, manager of the Temple Cafe, to serve lunch and dinner on August 30 was accepted.

Moved by Mr. A. W. Thomas, seconded by Mr. W. B. Rogers, that the following be a Committee on Resolutions for the annual meeting: P. W. Ellis, W. K. McNaught, J. P. Murray, J. F. Ellis, and the Secretary.

Mr. Tougas expressed his pleasure at being present at the meeting, and assured the Association of his enthusiastic support in Montreal.

In order to deal with the question of nominations, it was resolved to adjourn the meeting until Friday evening, August 10, at the same hour.

The meeting then adjourned.

## ANOTHER MEETING OF THE EXECUTIVE COMMITTEE.

**A**SPECIAL meeting of the Executive Committee was held in the Association rooms at 8 p.m. on August 10, to consider the nomination of officers for the year 1900-1901.

The following members were present:

W. K. McNaught, C. H. Riches, W. K. George, Thos. Roden, Geo. Booth, W. B. Rogers, Geo. H. Hees, J. O. Thorn, Wm. Stone, Fred. Nicholls, F. Kent and J. P. Murray.

Moved by Mr. Hees, seconded by Mr. Riches, that Mr. McNaught take the chair.

The following nominations were received:

### NOMINATIONS.

President, P. W. Ellis, P. W. Ellis & Co., Toronto.

1st Vice-President, D. Morrice, Jr., D. Morrice, Sons & Co., Montreal.

**Members will note with interest the various spheres of foreign trade which are dealt with in this issue.**



Ontario Vice-President, Cyrus A. Birge, Canada Screw Co., Hamilton.  
 Quebec Vice-President, Mr. Blackader, Montreal Cotton Co., Montreal.  
 Nova Scotia Vice-President, D. W. Robb, Robb Engineering Co., Amherst, N.S.  
 New Brunswick Vice-President, C. J. Osman, Albert Mfg. Co., Hillsboro, N.B.  
 Manitoba Vice-President, F. W. Thompson, Ogilvie Milling Co., Winnipeg, Man.  
 British Columbia Vice-President, F. C. Wolfendly, Okanagan Flour Mills Co., Limited, Armstrong, B.C.  
 Treasurer, Geo. Booth, Booth Copper Co., Limited, Toronto.

**EXECUTIVE COMMITTEE.****TORONTO.**

R. W. Elliot, The Elliot & Co., Limited.  
 A. E. Kemp, Kemp Manufacturing Co.  
 W. K. McNaught, American Watch Case Co.  
 P. H. Burton, The Merchants Dyeing and Finishing Co.  
 J. P. Murray, The Toronto Carpet Manufacturing Co.  
 Thos. Roden, Roden Bros.  
 C. H. Riches.  
 Geo. H. Hees, Geo. H. Hees, Son & Co.  
 Edward Gurney, Gurney Foundry Co.  
 J. M. Taylor, The Dominion Radiator Co., Limited.  
 Geo. Heintzman, Heintzman & Co.  
 J. O. Thorn, The Metallic Roofing Co., Limited.  
 A. W. Thomas, The Copp, Clark Co., Limited.  
 W. B. Rogers, The Chas. Rogers' Sons Co., Limited.  
 W. K. George, The Standard Silver Co., Limited.  
 F. Kent, Seaman, Kent & Co.  
 Wm. Stone, The Toronto Lithographing Co., Limited.  
 F. H. Wright, Augustus Newell & Co.  
 John Taylor, Dominion Dyewood and Chemical Co.  
 S. M. Wickett, Bickell & Wickett.  
 E. G. Gooderham, Toronto Silver Plate Co.  
 E. C. Boeckh, Boeckh Bros. & Company.  
 Widmer Hawke, The O'Keefe Brewery Co., Limited.  
 R. Harmer, The Massey-Harris Co., Limited.  
 Fred. Nicholls, Canadian General Electric Co.  
 J. F. Ellis, The Barber & Ellis Co., Limited.  
 A. W. Allen, Allen Manufacturing Co.  
 R. E. Menzie.  
 A. Gunn, D. Gunn, Bros. & Co.

**MONTREAL.**

J. Bailey, Dominion Oilcloth Co., Limited.  
 J. B. Rolland, The Rolland Paper Co.  
 E. Tougas, P. D. Dods & Co.  
 J. B. MacLean, MacLean Publishing Co., Limited.  
 Jas. Davidson, The Thos. Davidson Manufacturing Co., Limited.  
 C. C. Ballentyne, The Sherwin-Williams Co.  
 Robert Munroe, Canada Paint Co.  
 Geo. Evans, Dominion Bridge Co.

**HAMILTON.**

Geo. H. Lees, Geo. H. Lees & Co.  
 W. C. Breckenridge, Norton Mfg. Co.  
 E. R. Clarkson, The Sun Oil Refining Co.

**LONDON.**

Wm. Gartshore, McClary Mfg. Co.  
 T. H. Smallman, Canada Chemical Mfg. Co.

**PETERBOROUGH.**

F. Stanley, Stanley Piano Co.  
 J. N. Kendry, Auburn Woollen Co.

**WOODSTOCK.**

D. W. Karn, D. W. Karn & Co.  
 O. G. Anderson, The Anderson Furniture Co., Limited.

**OSHAWA.**

Jno. Gowan, The Ontario Malleable Iron Co.

**GEORGETOWN.**

J. R. Barber, Wm. Barber & Bros.

**GALT.**

C. R. H. Warnock, Galt Knitting Co.

**OTTAWA.**

J. H. Rowley, The E. B. Eddy Co., Limited.

**DUNDAS.**

John Bertram, Jno. Bertram & Sons.  
 J. D. Pennington, Valley City Seating Co.

**LISTOWEL.**

R. B. Andrews, Morris, Field, Rogers Co.

**BERLIN.**

Geo. Lang, Lang Tanning Co.

**GUELPH.**

Jas. Goldie, The James Goldie Co.  
 E. P. Hawkins, The Bell Organ & Piano Co., Limited.

**PARIS.**

J. B. Henderson, The Penman Mfg. Co.

**ST. CATHARINES.**

W. W. Cox, The Whitman & Barnes Manufacturing Co., Limited.

**BRANTFORD.**

Henry Yeigh, Goold, Shapley & Muir Co., Limited.

**KINGSTON.**

Jno. Hewton, The Kingston Hosiery Co., Limited.

**SAULT STE. MARIE**

F. H. Clergue, Sault Ste. Marie Pulp and Paper Co.

**NEWMARKET.**

J. F. Wildman, Office Specialty Mfg. Co.

**RAILWAY AND TRANSPORTATION COMMITTEE**  
 Chairman, J. M. Taylor, The Dominion Radiator Co.

W. J. McMurtry, The Gold Medal Furniture Manufacturing Co.  
 G. P. Breckon, The Metallic Roofing Co.  
 H. S. Cane, Wm. Cane & Sons Mfg. Co.  
 R. Hobson, Hamilton Steel & Iron Co.  
 E. C. Boeckh, Boeckh Bros. & Company.  
 Widmer Hawke, The O'Keefe Brewery Co.  
 E. R. Clarkson, The Sun Oil Refining Co.  
 J. H. Rowley, The E. B. Eddy Co.  
 J. K. Osborne, The Massey-Harris Co., Limited.

**INDUSTRY AND MEMBERSHIP COMMITTEE.**

Chairman, Jas. P. Murray, The Toronto Carpet Manufacturing Co.  
 Geo. H. Hees, Geo. H. Hees, Son & Co.  
 Wm. Stone, The Toronto Lithographing Co.  
 R. E. Menzie.

Jas. Acton, The James Acton Publishing Co.  
 J. B. MacLean, The MacLean Publishing Co.  
 C. H. Mortimer, The C. H. Mortimer Publishing Co.  
 J. F. Ellis, The Barber & Ellis Co., Limited.  
 Geo. Evans, The Dominion Bridge Co.  
 F. H. Wright, Augustus Newell & Co.

**TARIFF COMMITTEE.**

Chairman, Fred. Nicholls, The Canadian General Electric Co.  
 Geo. H. Hees, Geo. H. Hees, Son & Co.  
 P. H. Burton, The Merchants Dyeing & Finishing Co.  
 W. K. McNaught, American Watch Case Co.  
 F. B. Hayes, The Toronto Carpet Mfg. Co.  
 C. R. H. Warnock, The Galt Knitting Co.  
 F. H. Clergue, Sault Ste. Marie Pulp & Paper Co.  
 Geo. Drummond, Canada Iron Furnace Co., Limited.  
 E. P. Hawkins, Bell Organ & Piano Co., Limited.  
 J. F. Ellis, The Barber & Ellis Co.

**COMMERCIAL INTELLIGENCE COMMITTEE.**

Chairman, S. M. Wickett, Bickell & Wickett  
 R. Y. Ellis, P. W. Ellis & Co.  
 F. B. Hayes, The Toronto Carpet Manufacturing Co.  
 J. F. Smale, The Wm. Davies Co., Limited.  
 Alfred Burton, The Merchants Dyeing and Finishing Co.  
 H. Vanderlinde, The Gutta Percha and Rubber Manufacturing Co.  
 J. A. Wells, The Canada Cycle and Motor Co.  
 F. H. Wright, Augustus Newell & Co.  
 J. O. Thorn, The Metallic Roofing Co.  
 Geo. W. Watts, The Canadian General Electric Co.

**PARLIAMENTARY COMMITTEE.**

Chairman, C. H. Riches.  
 G. N. Morang, Geo. N. Morang & Co.  
 A. W. Thomas, The Copp, Clark Co., Limited.  
 A. E. Kemp, The Kemp Manufacturing Co.  
 W. B. Rogers, Chas. Rogers' Sons Co.  
 P. H. Burton, The Merchants Dyeing and Finishing Co.  
 B. Rosamond, Rosamond Woollen Co.  
 Geo. H. Kilmer, Cyclone Grate Bar Co.  
 W. K. George, Standard Silver Co.  
 Geo. Pattinson, George Pattinson & Co.

**RECEPTION COMMITTEE.**

Chairman, Thos. Roden, Roden Bros.  
 G. P. Breckon, The Metallic Roofing Co.  
 F. Kent, Seaman, Kent & Co.  
 E. Tougas, P. D. Dods & Co.  
 W. K. George, Standard Silver Co.  
 Wm. Stone, The Toronto Lithographing Co.  
 Maurice Taylor, Dominion Dyewood and Chemical Co.  
 L. V. Dusseau, The Gendron Mfg. Co.  
 T. W. Horn, The Luxfer Prism Co.  
 F. Stanley, The Stanley Piano Co.

**REPRESENTATIVES TO TORONTO INDUSTRIAL EXHIBITION.**

W. K. McNaught, The American Watch Case Co.  
 R. W. Elliot, The Elliot & Co.  
 Geo. Booth, The Booth Copper Co., Limited.  
 J. O. Thorn, The Metallic Roofing Co.  
 Fred. Nicholls, The Canadian General Electric Co.

**REPRESENTATIVES TO THE TECHNICAL SCHOOL BOARD.**

R. Y. Ellis, P. W. Ellis & Co.  
 T. B. Hayes, The Toronto Carpet Manufacturing Co.  
 The meeting then adjourned.



## CHIEF CLAUSES OF THE NEW CONCILIATION ACT.

CONSIDERABLE discussion has taken place through the public press as to the scope and feasibility of the Act recently introduced in the Dominion Parliament by the Hon. Wm. Mulock, and known as The Conciliation Act. As this Act has been discussed from both points of view by the Government and the opposition press, further comments on it here are unnecessary, but perhaps manufacturers would like to have the actual text of the bill before them, and so the important clauses are given below:

4. Where a difference exists or is apprehended between an employer or any class of employers and workmen, or between different classes of workmen, the Minister may, if he thinks fit, exercise all or any of the following powers, namely:

(a) inquire into the causes and circumstances of the difference;

(b) take such steps as to him seem expedient for the purpose of enabling the parties to the difference to meet together, by themselves or their representatives, under the presidency of a chairman mutually agreed upon or nominated by him or by some other person or body, with a view to the amicable settlement of the difference;

(c) on the application of employers or workmen interested, and after taking into consideration the existence and adequacy of means available for conciliation in the district or trade and the circumstances of the case, appoint a person or persons to act as conciliator or as a board of conciliation;

(d) on the application of both parties to the difference, appoint an arbitrator or arbitrators

2. If any person is so appointed to act as conciliator, he shall inquire into the causes and circumstances of the difference by communication with the parties, and otherwise shall endeavor to bring about a settlement of the difference, and shall report his proceedings to the Minister.

3. If a settlement of the difference is effected either by conciliation or by arbitration, a memorandum of the terms thereof shall be drawn up and signed by the parties or their representatives, and a copy thereof shall be delivered to and kept by the Minister.

5. It shall be the duty of the conciliator to promote conditions favourable to a settlement by endeavoring to allay distrust, to remove cause of friction, to promote good feeling, to restore confidence, and to encourage the parties to come together and themselves effect a settlement, and also to promote agreements between employers and employes with a view to the submission of differences to conciliation or arbitration before resorting to strikes or lock-outs.

10. With a view to the dissemination of accurate statistical and other information relating to the conditions of labor, the Minister shall establish and have charge of

a Department of Labor, which shall collect, digest, and publish in suitable form statistical and other information relating to the conditions of labor, shall institute and conduct inquiries into important industrial questions upon which adequate information may not at present be available, and issue at least once in every month a publication to be known as The Labor Gazette, which shall contain information regarding conditions of the labor market and kindred subjects, and shall be distributed or procurable in accordance with terms and conditions in that behalf prescribed by the Minister.

## THE UNITED STATES EXPORT ASSOCIATION.

OUR Association is in receipt of a bulletin of the United States Export Association, which is a club of the leading American manufacturers, representing 98 different lines of business, organized for the purpose of extending their foreign trade, and securing new markets for their goods abroad.

It is largely an export information bureau, its primary object being to keep American manufacturers fully posted as to foreign markets and trade openings abroad, and to bring consumers and purchasers in foreign countries into direct communication with them. The Association itself does no buying or selling, neither does it accept commissions.

Its bulletins are published in English, French, German and Spanish languages for foreign circulation, containing the advertising cards of its members, and other reading matter calculated to be of interest to foreign merchants, and these bulletins are sent free of charge to anyone desiring copies of same.

Foreign merchants and buyers when visiting the United States are cordially invited to make their headquarters at this Association, where all office facilities are placed at their disposal.

The formation of this and similar Associations in the United States shows the importance that is being attributed to export trade, and also illustrates the energetic, up-to-date business methods which our American cousins are taking to secure that trade. If Canadian manufacturers are to secure a proportionate share in the supplying of the world's wants in manufactured goods, we can see from such organizations as these what means it is necessary to take to push forward Canadian enterprise. Our American competitors seem to regard organization as the one element of success, and, in Canada here, it is the aim of the Canadian Manufacturers' Association to place itself at the disposal of Canadian manufacturers for promoting export trade from this country. It will, therefore, give attention to information that our manufacturers require, and in this work it should have the cooperation of every producer who is actively interested in the increasing of the scope of Canada's markets.

## REGULAR MEETING OF THE EXECUTIVE COMMITTEE.

THE regular monthly meeting of the Executive Committee was held in the Association rooms August 14 at 2 p.m.

Mr. P. W. Ellis, vice-president, occupied the chair.

Other members present were: C. H. R. Warnock, of Galt; J. D. Pennington, of Dundas; J. O. Thorn, F. H. Wright, Geo. Booth, C. H. Riches, W. K. George, Fred. Nicholls, W. K. McNaught, A. W. Thomas, J. P. Murray, Thos. Roden, R. W. Elliot.

Moved by Mr. McNaught, seconded by Mr. Booth, that the minutes of the last regular meeting be taken as read. Carried.

The secretary then read the minutes of the special meeting of the Executive Committee, held on Friday evening, August 10.

Communications were read as follows:

From Kelly's Directories, stating that a copy of the Merchants and Manufacturers' Directory would be furnished complimentary to the Association.

Alex. Lamb, stating that a copy of Lamb's International Guide would be sent to the Association complimentary.

A letter from the Philadelphia Commercial Museum, acknowledging the receipt of honorary membership certificates, and offering the services of the Museum at any time to members of our Association.

The following applications for membership were received and accepted:

M. Beatty & Son, Welland.

The Five-in-One Envelope Manufacturing Co., Toronto.

R. E. Menzie, Toronto.

The Canadian Camera & Optical Co., Toronto.

North American Bent Chair Co., Owen Sound.

Globe Furniture Co., Walkerville

The treasurer presented a draft of the report to be presented by him at the annual meeting.

Moved by Mr. Thorn, seconded by Mr. McNaught, that the report be received and adopted.

The secretary reported in detail as to the arrangements made for the annual meeting and convention; the securing of speakers for the banquet, and other matters relating to preparations for August 30.

Moved by Mr. Booth, seconded by Mr. Riches, that the report be adopted.

Mr. A. W. Thomas then reported briefly the result of his visit to the Fourth Congress of the Chambers of Commerce, in London, and the impressions received by him of the working of the Imperial Institute.

Mr. Thomas' report appears in another column of INDUSTRIAL CANADA.

Moved by Mr. Thorn, seconded by Mr. George, that the thanks of the Association be extended to Mr. Harrison Watson, curator of the Canadian section of the Imperial Institute, for his services to the Association. Carried.



### THE INDUSTRIAL EXHIBITION.

AT the special meeting of the Executive Committee, held on August 7, Mr. J. O. Thorn, of The Metallic Roofing Co., Toronto, and a representative of the Canadian Manufacturers' Association to the Industrial Exhibition Association, drew attention to certain changes that were being made in the accommodation provided for manufacturers at the Toronto Exhibition. He pointed out that the unsatisfactory condition of the carriage building was being to a considerable extent improved by having the building whitewashed on the inside, and by placing several ventilators in the roof.

Further, Mr. Thorn pointed out that the whole of the ground floor of the main building was being reserved this year for manufacturers exclusively, and that the lunch stands had been taken out of the main building, and a dining-room established in the implement building.

He also draws attention to the effective work that has been done by Mr. McNaught, one of the representatives of the Canadian Manufacturers' Association on the Board of Directors of the Industrial Exhibition. Mr. McNaught's services have been recognized by the board, and at its last meeting he was elected 2nd Vice-President of the Industrial Exhibition Association.

### FOREIGN FREIGHT AND INSURANCE.

WITH the increasing attention that is being paid in Canada to the problem of finding new markets for our products, the important items of freight and insurance rates must receive more and more attention.

Our manufacturers are frequently sending catalogues and prices of goods, expecting that the merchants who receive them will be sufficiently interested in transferring their custom to look into all the regulations relating to freight charges, insurance rates on such a shipment. It generally happens, however, that buyers are less anxious to find a new source through which to purchase than the seller should be to find a buyer, and so there is a failure to establish trade in many cases where it had been possible if more complete information were provided.

The American Trade, a publication of the American Manufacturers' Association, makes a good suggestion in this connection.

It advises that manufacturers in preparing their catalogues should set apart at least one page for information as to freight, insurance, cartage, and other charges. If a page were thus devoted to submitting this information to some of the leading ports to which shipments are made much correspondence and loss of time would be saved.

As it is somewhat difficult for every manufacturer to procure this information, the Manufacturers' Association is setting itself to the task of procuring it for its members as far as is possible.

The object is to establish a card system,

which will give the rates to the port of shipment, and thence the approximate rates by steamers to all the principal ports of the world, and finally the inland charges from these ports to important interior centres of commerce.

It is hoped that it will be possible to so arrange that this information will be kept entirely up-to-date in almost every line of goods which Canadian manufacturers can ship.

Then, when one of our members desires to quote prices for a foreign market, he can write direct to this office and find out exactly the charges which he will have to pay to lay down his goods f.o.b., in Hamburg, Bordeaux, Cape Town, Hong Kong, or any other point. Thus he will be able to quote a price which will be thoroughly intelligible to the party to whom he sends catalogues and prices, and one which will lend itself to comparison most intelligently.

### FILES FOR INDUSTRIAL CANADA.

AS the publications of our Association are now coming to form such an important feature of the work, and are made to contain information that is of value for frequent reference by our members, some means has to be devised for conveniently filing the different publications. At present the Association is considering the best form of file to procure for this purpose, and these will then be furnished to our members at a nominal cost. In this way each member will be able to have in convenient form for reference purposes the various publications of the Association.

### TRADE MARKS.

AT the annual convention of the National Association of Master Plumbers and Steamfitters of Canada, held in Montreal June 27, President Harris urged Canadian manufacturers to place a trade mark on their products.

The suggestion was born of no empty desire. It was born of a desire to handle the product of Canadian factories in preference to that of any other country.

There are firms to-day in Great Britain who have been in business for two and three hundred years, whose trade mark is the medium that sells their goods. And in the competition that they are meeting with to-day their policy is not to directly advertise their goods, but to advertise their trade mark—to impress it upon the people so that they, when purchasing, will look for that firm's particular mark.

Where there are so many firm names, and often so many of them near alike, there is apt to be confusion or misunderstanding, but with trade marks it is different. People, as a rule, remember trade marks.

The question of trade marks is well worth the consideration of the Canadian Manufacturers' Association.—Hardware and Metal, July 7.

### CHINA LEAGUE.

A LETTER has been received from the honorary secretary of an organization, known as the China League, which has been formed in London, England, for the purpose of developing public opinion on the Eastern question.

This communication asks that our Association lend its support to the project, which outlines its objects as follows:

"In view of the extreme gravity of events now happening in China, and the important questions that will presently come up for consideration as to the future relations between Great Britain and that country, the time seems opportune for the formation of an organization of all who are interested in the Far East, and who desire the maintenance of the commercial and political supremacy which we have hitherto held in these regions.

"The importance of China as an open market for our manufactures, and the immense possibilities which that country presents as a legitimate field for British enterprise, must be generally recognized.

"The object of the League would be to seek, by means of popular addresses, pamphlets, etc., to build up in the country at large a sound body of public opinion on the Far Eastern question; and, secondly, through a strong Parliamentary party to endeavor to assist and support Her Majesty's Government in the task of formulating and maintaining a clear and consistent line of policy."

### MEETING FOREIGN OPINIONS.

IN the Iron Age of August 2, appears the following note: "American manufacturers are more and more recognizing the importance and necessity of meeting the views of foreign buyers, and the requirements of markets abroad; recognizing, as they do, the indispensability of a world-wide market in which to dispose of an ever-increasing surplus. The shrewd ones are not wasting energy in trying to force on the various and diverse types of civilization what suits Americans and what is applicable to this market, but where feasible and practicable are making such goods as foreigners can use and putting them up as requested. After our manufactures have been thoroughly introduced, the foreign trade can better be brought up to our standards and induced to accept what is regular with us, perhaps."

### STATISTICAL INFORMATION FOR MEMBERS.

WITH the increasing number of Government publications, the amount of detail that necessarily follows the work of referring to the Government blue books for information is one involving considerable time.

All these Government publications are on file in the office of the Association, and if any of our members require information of any kind as to the value of imports or exports from Canada, the United States or Great Britain, in their particular lines, it can be obtained on application to the secretary.



**A GENEROUS OFFER.**

THE Central Canada Exhibition Association at Ottawa is making an offer which will prove of interest to all manufacturers of farming and other machinery.

Some time ago, a number of the leading manufacturers of farming implements concluded to refrain from exhibiting at the big fall exhibitions for a period of five years. One result of this was that in the agricultural implement building there was a large amount of excellent exhibiting space open to new comers. The management is now offering this space free of charge to anyone wishing it for exhibition purposes. Power to run machinery is also being furnished gratis, and, as a result of this, Mr. E. McMahon, the secretary, is receiving a large number of applications for space from parties who never exhibited there before.

The management is putting on an excellent exhibition this year, both in exhibits and specialties. Among other things, a grand spectacular will be produced representing the battle of Paardeburg and the surrender of General Cronje. Should the contingents return from South Africa in time, the Ottawa section will be secured. This cannot fail to prove an immense attraction, and intending exhibitors will settle to secure exhibiting space before the best places are all taken up.

The dates of the exhibition are from September 14 to September 22.

**PATENT FEEDING RACKS.**

A LETTER has been received from a gentleman in England, desiring to sell his patent rights for Canada in a patent feeding rack and trough for cattle, horses and colts.

The rack seems to have sold largely in England, and the writer desires to dispose of the patent for this country. If any of our manufacturers are interested in the turning out of this line of goods for sale amongst Canadian farmers, the secretary will be glad to furnish full particulars as to the rack in question, and also to give the name and address of the party wishing to dispose of this patent.

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# CONVENTION NUMBER INDUSTRIAL CANADA

ISSUED BY

The Canadian Manufacturers' Association.

Vol. I.

TORONTO, SEPTEMBER 20, 1900.

No. 4.

## TRADE WITH CHINA.

THE following interesting and valuable letter was received at the annual meeting of the Association from our large Canadian firm of neckwear manufacturers, Messrs. E. & S. Currie, and was recognized to be of such value in throwing light on the possibilities of trade with China, that it was ordered to be printed in full in INDUSTRIAL CANADA. It reads as follows:

T. A. Russell, Esq., Canadian Manufacturers' Association, Board of Trade Building, City.

"Dear Sir,—I regret exceedingly being unable to attend the annual meeting of your Association, but, as I will be out of town on that date, I will have to forego the pleasure it would afford me to be present, and will now write you, in as condensed a manner as possible, what information I am able to give you about the different points you brought up in our conversation a few days ago

"Before I begin on the subject of China, a few words in general about export trade.

"The great trouble with the majority of Canadian manufacturers is that they are not enough interested in export to look into the question in a businesslike way, and there is nothing worse for themselves and the country than for them to dabble in it, as a great many are doing.

"Those Canadian firms who have been really looking for trade in Australia have met with such success that there is quite a feeling among the indent agents in Australasia that Canadian agencies are the proper things to have. The result is that, besides the numbers of these indenters who are coming over to this country on the lookout for agencies, there must be dozens of letters received each mail by different firms here from these agents asking to be appointed as representatives. Any loyal Canadian will be glad to see such an interest taken in his country, but what is the effect? Agencies are sometimes placed with firms which know very little about the particular line, and which have also anywhere from six to 36 other lines to handle. It is a common law of nature that the man on commission always sells what is easiest to sell. If a line happens to take, well and good, if not, the manufacturer over here gets word back, 'goods not suitable for the climate, the trade, or for some other thing in this country,' and that is an end of it.

"A manufacturer who is after export trade in earnest, has, in the first place, to

find out what particular goods are demanded in the country in which he is looking for business, and then make them. For instance, the neckties worn in Australia are not the same styles as are demanded here in Canada, but we are just as able to make a tie as anyone else, and why shouldn't we be? as Canada has better facilities for manufacturing than any other country in the world.

"Supposing that orders are placed for certain lines with a firm starting into the export of goods for the first time. There are dozens of little things to be looked after, such as shipping, packing, insurance, invoicing in duplicate or triplicate, securing of space on steamers, etc., which are never met with in regular home business and which are most important to the smooth running of the wheels of export. The chances are that manufacturers who have given samples to an agent simply because he has approached them with a rosy story about the amount of trade that could be done, when they do get in a batch of orders don't appreciate them sufficiently to watch these details.

"I know instances where goods have been shipped to Australia packed in the same way that wholesale houses in Toronto would send goods to Ontario towns a few miles distant—no rates made with the railways or steamboats, who are left to charge, at the destination, whatever they think right.

"On our first trip to the Antipodes I was informed by several people with whom I was trying to do business: 'It is no use. We have tried before to handle Canadian goods, but they never come when they are promised, they are not packed properly, orders are not filled as they are taken, and, besides all these, your freights are always exorbitant.' It was only by explaining to them that the likelihood was that a firm which would go to the expense of sending a traveler that far would be pretty sure to give their foreign business proper attention. The exorbitant freight rates charged were entirely due to the carelessness of the shippers.

"Now, for China. I may say that what struck me very forcibly over there was the fact that, with two or three exceptions, Canada is leaving the entire trade of the country to others, who are often not nearly as well able to look after it as we are.

"Your first question was: 'What lines of Canadian products do you think can be exported to that country?' This is a question which cannot be answered off-

hand. There are certain openings for many lines which would be useful only for foreigners, but, as the foreign population is small, the opening would not be large. Commodities, such as flour and cotton goods, which are consumed and used by the Chinese themselves, are the lines in which immense trade is being done by our American cousins while we look on.

"Canadian butter has a good name in the East, but Australia is after us hard, and in the way they put it up they can give us points in this line.

"Your second question: 'With what countries would we have to face the most serious competition? and are these articles now being largely supplied by any other countries?' I might repeat that America is doing most of the trade in flour, but Russia will also have to be met. I am informed that 'John Chinaman' prefers American cottons to English goods, but that it is only in the last few years that they have been shipped there in any quantity. From the number of German firms established in the East, I would judge that the 'Fatherland' gets its share of what is going.

"Your third inquiry was about transportation. The C.P.R. owns the three best boats on the North Pacific, with which they give a tri-weekly service in summer and monthly in winter from Vancouver to Hong Kong. Freight rates compare favorably with San Francisco lines, but I don't know definitely where we stand, compared with Great Britain.

"Fourth—What means do I advise manufacturers to adopt to open trade with China? that is, is it done on commission basis or selling outright to recognized firms of standing there, or in what other way should the business be carried on? My advice is that any firm wishing to do business in China should send someone over there to look into the possibilities of trade for their own particular line, take their own soundings and get in touch with the people with whom they intend to trade. They would then be able to decide which way of handling their business would insure the best results. It all depends on the line. Business is done largely through large foreign warehouses or (as they are called) 'go-downs.' These firms are exporters of Chinese products as well as importers of merchandise for the smaller Chinese dealers. They are sometimes paid a buying commission by the small merchants, and sometimes, when they represent any particular manu-



facturer, they get their commission from him.

"Your last question—'Generally speaking, what impediments exist to the entrance of foreign goods into China?' I don't quite understand the question, but, if you refer to the anti-foreign feeling of the Chinaman, I might say that 'John' is a sufficiently keen business man not to let his anti-foreign, or, for that matter, any other feeling interfere with him if he can make any money out of foreign goods. The tariff is small wherever there is one. Hong Kong which is the principal port is absolutely free.

"The present trouble in China has, of course, knocked everything upside-down, but this won't last for ever and when accounts are settled things will boom. In Shanghai six weeks ago, when I was there, no less than 30,000 Chinamen had left the city for a safe place in the interior, fearing the arrival of Boxers and the subsequent bombardment of the city by foreigners, so you may gather some idea of what shape trade was in.

"Hoping you will consider I have in some way answered your questions and again regretting my inability to be with you,

"I am, yours very sincerely,

"Export Dept., F. P. EVANS.  
E. & S. Currie,  
Toronto, Canada."

### THE NEW EXECUTIVE.

THE first meeting of the Executive Committee of the Canadian Manufacturers' Association for the year 1900-1901, was held in the Council Chamber, Board of Trade Building, Toronto, on September 11, at 2 p.m.

President P. W. Ellis was in the chair.

Others present were: Messrs. Geo. Booth, F. Stanley, W. K. George, C. H. Riches, Jno. F. Ellis, Jas. P. Murray, W. K. McNaught, F. H. Wright, S. M. Wickett, Frederick Nicholls, Geo. E. Evans, A. Gunn, J. B. MacLean, E. C. Boeckh, P. H. Burton, J. E. Maybee, R. Harmer, J. F. Wildman, Thos. Roden, F. B. Fetherstonhaugh.

The minutes of last meeting were read and adopted.

Moved by Mr. W. K. McNaught, seconded by Mr. Frederic Nicholls, that the president, treasurer and J. F. Ellis be, with the secretary, a Committee on Finances, to pass accounts, and to make recommendations to the Executive Committee with reference to the finances of the Association.—Carried.

Communications from Messrs. C. R. H. Warnock, J. M. Taylor, C. W. Birge, J. O. Thorn, D. W. Robb and others were read, expressing regret at their inability to be present at this first meeting, and wishing success to the Executive in its new year's work.

Mr. Thos. Moffatt, Canadian representative in South Africa, wrote respecting the sending of a representative of this Association

to look into the possibilities of the South-African market.

This letter was referred to the Industry and Membership Committee to deal with.

### ADVERTISING.

A letter from Mr. Thorn, dealing with American export journals, was referred to the Commercial Intelligence Committee to deal with.

This letter briefly pointed out that strong efforts were being made at the present time by canvassers for certain American publications to secure from Canadian manufacturers advertisements that were claimed to be of value in working up an export business. The writer had found, however, that in many instances the expenditure of a very considerable sum of money had been of very little value, and he, therefore, desired to suggest to Canadian manufacturers that they should be very careful indeed to thoroughly investigate the merits of such publications before making any advertising contracts with them.

### ENGLISH TAX ON CANADIAN HOUSES.

A letter was read also from the Brantford Packing Co. drawing attention to the income tax that is imposed on Canadian houses doing business in England, and asking for information as to the operation of this tax, and the possibility of the Association taking up action in the matter. After some discussion, it was found that the matter required further investigation, and so the letter was referred to the Committee on Commercial Intelligence, to look into thoroughly, and report to the Executive Committee.

### INDUSTRIAL EXHIBITION.

Another letter was read from Mr. Thorn, suggesting to the Association that it make its resolution respecting the Industrial Exhibition and the holding of a Dominion Exhibition in Canada next year of some value; that it, therefore, inaugurate and carry out a campaign with a view of securing the interest and sympathy of the Dominion Government and the citizens of Toronto for this enterprise.

Moved by Mr. Booth, seconded by Mr. Nicholls, that the matter be referred to the five representatives on the Exhibition Association to deal with, and that these representatives be constituted as a committee, with Mr. McNaught as chairman.—Carried.

### MONTREAL MANUFACTURERS.

A letter was read from Mr. C. C. Ballantyne, 1st vice-president of the Association, showing the progress that was being made in interesting Montreal manufacturers in the aims and objects of our Association. Mr. Ballantyne pointed out that there was already an association in Montreal, and suggested amalgamation with the Canadian Manufacturers' Association. In the meantime he expected to look more fully into the matter, and to be able to report at a future meeting.

A letter from Mr. Th. de Schryver, dealing with arrangements for shipping goods

to Australia, was ordered to be printed in INDUSTRIAL CANADA, and the thanks of the Association were extended to Mr. de Schryver for his very interesting and able letter.

### MEMBERSHIP.

Mr. Murray presented the report of the Membership Committee, which recommended that the following applications for membership should be received:

John McGowan ..... Alma, Ont.  
The Good Roads Machine Co. .... Hamilton  
Warden King & Son ..... Montreal  
Geo. White & Sons Co. .... London, Ont.  
Leeming, Miles & Co. .... Montreal  
British Columbia Manufacturing Co.  
..... New Westminster, B.C.  
The N. T. Lyon Glass Co. .... Toronto  
Jones Bros. & Co. .... Toronto  
The Hemming Mfg. Co. .... Toronto  
National Litho. Co. .... Toronto  
The Llana Mfg. Co. .... Toronto  
Fetherstonhaugh & Co. .... Montreal

The report also suggested that arrangements be made for monthly lectures under the auspices of the Association, to be given at different manufacturing centres in Canada, and announced that arrangements could be made for a lecture by a representative of the National Cash Register Co., of Dayton, Ohio, on their factory organization.

Mr. McNaught moved, seconded by Mr. Nicholls, that this report be adopted, and that the suggestion made by Mr. Murray respecting the procuring of lectures on interesting subjects be carried out as far as possible.

The treasurer presented his monthly report, showing a balance on hand of \$722.28.

Moved by Mr. Booth, seconded by Mr. Murray, that the report be adopted.

The secretary presented a brief report announcing the progress in the settlement of the accounts connected with the annual meeting and banquet, the preparation of the next issue of INDUSTRIAL CANADA, conferences with the Agricultural Implement Manufacturers and the Carriagemakers.

Moved by Mr. Ellis, seconded by Mr. George, that the report be adopted.

Moved by Mr. McNaught, seconded by Mr. Murray, that Mr. T. A. Russell, the present secretary, be re-engaged for the coming year as secretary of the Association.—Carried.

Moved by Mr. McNaught, seconded by Mr. Ellis, that the sum of \$100 be placed to the credit of the Reception Committee, and to be expended as far as necessary in the reception and entertainment of distinguished visitors to the Association.—Carried.

### GLASGOW EXHIBITION.

The question of manufacturers exhibiting at the Glasgow Exhibition was then discussed in some detail, the secretary explaining that but very limited space was available for the display of Canadian goods at this Exhibition, and that it would be diffi-



cult to secure space that would adequately represent our industries.

Moved by Mr. Harmer, seconded by Mr. Burton, that the secretary find out from the Minister of Agriculture what space in the main building was available for Canadian products, and how much of this space could be allocated for manufactured goods.

2. What space there is on the grounds for the erection of buildings.

3. What space United States manufacturers have at their disposal, and

4. If the Government is going to have any separate building for dairy purposes.

#### TARIFF.

Mr. W. K. George moved, seconded by Mr. J. P. Murray, the following resolution:

Resolved, that it be a recommendation from this committee to the Tariff Committee for their consideration,

In relation to drawbacks of duty on material imported when worked into articles exported,

That when such article is manufactured in Canada, the Government be memorialized not to grant a drawback on the imported article. (Carried.)

Moved by Mr. C. H. Riches, seconded by Mr. J. P. Murray, that whereas it is desirable to bring the members of the Canadian Manufacturers' Association together as much as possible both for social and business purposes, and a spirit of friendly intercourse cultivated,

Be it resolved: That the members of the Executive Committee meet for lunch one hour before each meeting of the committee, at some restaurant to be decided upon by the Reception Committee, and that the members be accordingly notified; each member paying for his own lunch.

Moved in amendment by Mr. Ellis, seconded by Mr. McNaught, that this be referred to the Reception Committee to report on at next meeting.—Amendment carried.

The question of investigating the standing of foreign merchants who are introduced to members of the Association through its office was brought up by the president, and discussion followed as to the best means of the secretary finding out the standing of these various firms. All present agreed upon the desirability of some means being taken by which the Association in introducing foreign merchants could at the same time give assurance as to their financial standing, and the matter was referred to the Commercial Intelligence Committee to devise some means of working out this important problem.

The meeting then adjourned.

#### THE OLD EXECUTIVE.

THE last meeting of the Executive Committee for 1900 was held in the Association rooms, August 28, at 8 p.m. Mr. J. F. Ellis occupied the chair. Others present were Messrs. P. W. Ellis, E. C. Boeckh, Frank Stanley, J. P. Murray, W. B.

Rogers, A. W. Thomas, J. O. Thorn, W. K. George and F. Kent.

The following applications for membership were received and accepted:

The Fletcher Mfg. Co.....Toronto  
McCready Mfg. Syndicate.....Stratford  
A. F. MacLaren & Co.....Toronto  
The "Canadian Manufacturer"

Publishing Co.....Toronto  
A. and H. Lonnais.....Montreal  
Alex. McArthur & Co.....Montreal  
Miln-Bingham Co.....Toronto  
Geo. Reid & Co.....Toronto  
Geo. B. Meadows Co.....Toronto  
J. O. Parker & Co.....Toronto

Arrangements for the annual meeting of the Association and the convention of manufacturers were then discussed at some length, and many details connected therewith were provided for.

Moved by Mr. J. P. Murray, seconded by Mr. P. W. Ellis, that the press should be admitted to all the sessions of the Association so that the proceedings might be reported in the daily press.—Carried.

Moved by Mr. George, seconded by Mr. Thorn, that a verbatim report should be obtained of the proceedings of the convention, and that same should be published in full in INDUSTRIAL CANADA.—Carried.

The various reports and resolutions to be submitted to the annual meeting were considered in some detail, and amendments offered in certain particulars.

Moved by Mr. Murray, seconded by Mr. Thorn, that the thanks of the Association be tendered to Mr. Th. de Schryver, for his handsome gift to the Association in the shape of two large volumes of a German directory, containing information of great value to our members.—Carried.

The chairman then briefly referred to his year's work as president of the Association and chairman of the Executive Committee, and in very feeling terms referred to the pleasure he had had in being associated with men of such stamp as had occupied positions on the various committees of the Association during the past year. He therefore thanked the Association for the honor it had conferred upon him in selecting him for the honorable position of president.

Moved by Mr. P. W. Ellis, seconded by Mr. J. P. Murray, that the thanks of the executive be extended to Mr. J. F. Ellis for the manner in which he had fulfilled the duties of president during the past year, for the thorough attention he had given to all subjects of interest to the Association, and for his zealous devotion to its interests at all times.

In moving this vote of thanks, Mr. P. W. Ellis referred in eloquent terms to the services of the retiring president, not only during the past year, which had been one of unvaried success, but during the darker days of the Association, when service on its committees had not been accompanied by such assuring results as had been the case in its later meetings. The motion carried unanimously.

The meeting then adjourned.

#### PIANO AND ORGAN MANUFACTURERS' SECTION.

THE annual meeting of this section was held in the Temple Building, Toronto, August 30, at 2 p.m.

President E. P. Hawkins in the chair.

The minutes of the previous meeting were adopted.

The president presented an informal report, referring to the cause which had brought the Association into being; to the benefits already derived from the organization, and to the work accomplished in reference to better exhibition accommodation, and the redress of grievances there.

The treasurer's report showed a balance of \$43.87.

The secretary presented a report for his year of office, thanking the officers of the Association for their courteous assistance, and referring with pleasure to the work accomplished during the past year. The mere fact that a successful organization had been started, working along lines of mutual assistance and forbearance, showed that much good had already been accomplished; but, as yet, only a beginning has been made in the work that could be done by the organization. He referred to many grievances that it would still be the business and duty of the Association to successfully cope with, and expressed the hope that meetings would be held for the discussion of these subjects during the coming year.

The report was unanimously adopted.

The question of free return of empty cases had been discussed with the Railway Freight Association, but the matter had not yet been decided.

Messrs. D. W. Karn, Geo. Heintzman and H. H. Mason were appointed a committee on transportation.

The following officers were elected:

President, - - O. Newcombe.

1st Vice-President, R. B. Andrew.

2nd Vice-President, Geo. Heintzman.

Secy.-Treasurer, - H. H. Mason.

Executive Committee: Messrs. E. P. Hawkins, Gerhard Heintzman, and E. Whaley.

Grievance Committee: Messrs. D. W. Karn, F. Stanley, Geo. Heintzman.

The question of commissions was discussed at some length and was referred to the Grievance Committee with the request that they give the matter as full consideration as possible, and formulate a plan whereby the grievance may be abolished or mitigated, and then submit a plan to a meeting of the Association for adoption.

The meeting was notable for the harmony and good feeling which prevailed throughout, and all the members were thoroughly satisfied that the organization was working along the right lines in the promoting of a better feeling among the members of the trade.

The meeting then adjourned.



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SECRETARY,

Canadian Manufacturers' Association,  
Board of Trade Building,  
Toronto.

**TORONTO, SEPTEMBER 20, 1900.**

### Our Next Issue.

Owing to the very full report that is contained in this issue of the proceedings of the annual meeting of the Association, and Convention of Manufacturers, which was convened in Toronto on August 29 and 30, much interesting matter relating to Canadian manufacturers and to openings in foreign trade have necessarily been crowded out.

The next issue will contain very full information as to the possibility of trade in many different lines. The number of inquiries that are being directed to the office of the Association now is very great, and where it is possible the inquiries are sent by personal letter to our members, and to other manufacturers, and in other instances it is necessary to publish these in *INDUSTRIAL CANADA* so that all who are interested may have an opportunity of communicating direct.

### Catalogues for South Africa.

The Association, as already announced, is preparing to send a shipment of catalogues of such of its members as are interested in the South-African trade, about the end of this month.

These will be sent to Messrs. Moffatt, Hutchins & Co., of Cape Town, and will be distributed carefully to the principal parts of South Africa. If any of our members are interested in this market, and have not yet sent in their catalogues for distribution, they should do so at once, as the shipment will leave by October 1.

Further, a plan was outlined in the previous number of *INDUSTRIAL CANADA* by which advertisements might be taken in a national way in the leading Cape Town paper. The plan of advertising would be very similar to that outlined for *INDUSTRIAL CANADA*, and it is expected that, if at least 25 members see fit to advertise in this way, the results would be very satisfactory in the South-African market. Already some 8 or 10 have intimated their desire to advertise in the way suggested, the cost being about \$1.25 per week.

If others desire to do so in the same way, they should send word to that effect to the secretary as soon as possible, from whom also may be obtained full particulars as to the method of advertising suggested.

### Association Visitors.

Many visitors from other countries, coming through Canada, are now making it a point to call at the offices of the Manufacturers' Association, where they can be put in touch with the manufacturers in the different lines in which they are interested. Thus, during the past month there have been visitors as follows:

Mr. Th. de Schryver, Auckland, New Zealand.

Mr. Sydney Barnett, Para, Brazil.

W. L. Griffith, Cardiff, Wales.

H. M. Murray, Glasgow.

H. E. Nones, New York.

Chas. Dobson, Sydney, New South Wales.

In addition to these, there have been many interesting letters received at the Association evincing the interest on the part of foreign merchants in the progress of Canadian industry.

Fuller details of these will be given in our October issue.

**Advertisements.** With the next issue of *INDUSTRIAL CANADA* there will be the beginning of a system of advertising for the members. The lines upon which this advertising will be carried out are outlined in another column, but the idea is to enable the publication, which is now having a wide circulation among foreign commercial bodies, to carry with it a representative introduction to Canadian industry.

It is hoped that our members will freely make use of this publication as an advertising medium.

### THE GLASGOW EXHIBITION.

WITH the close of the present year and the conclusion of the Paris International Exposition, the attention of manufacturers is naturally directed to the Exhibition at Glasgow, which is proposed to be international in the scope of its exhibits.

As the Mother Country is generally recognized as still the greatest market for Canadian products, it is natural that Canadian producers should be anxious to have there an adequate exhibit of their products.

One great drawback experienced, however, is in the matter of accommodation. Only something like one-fifth of the space that they had at their disposal at the Exposition at Paris is available for Canadian exhibits at the Glasgow Exhibition. This means that the exhibit of Canadian products at Glasgow must necessarily be very limited, and not to any extent representative of Canada. This feature is a serious one, and one which should as far as possible be remedied.

On discussing the subject at the Executive Committee meeting on September 11, it was felt desirable that there should be an exhibition of Canadian manufactures at the Glasgow Exhibition, where many representatives from the sister colonies would be present, and the opportunities of extending trade with them would be exceptional.

The space, however, is so limited that some sort of a collective exhibit of our

manufactured goods would be necessary, and this the committee has under consideration at the present time.

Further, as will be seen in the report of the proceedings of the Executive Committee, fuller information is being sought for from the Department of Agriculture, the feeling being that if space is not available for the display of Canadian manufactured articles in the main building, possibly a building could be erected on the grounds for this particular purpose, and the manufacturers could there arrange collectively a representative exhibit of their products.

As a manufacturer, your opinion as to the advisability of exhibiting at Glasgow next year, and the means to be taken to secure adequate representation there, is sought for. The Association asks that you will give to the Committee some intimation that you are interested in having Canadian manufactures adequately exhibited at Glasgow, and, unless this is done, and there is an expression of opinion from manufacturers showing interest in this subject, further arrangements with the Department of Agriculture for space will not be possible.

It is hoped, therefore, that manufacturers will freely set forth as to the method of exhibiting at the Glasgow International Exhibition in 1901.

### DRAWBACKS IN TARIFF.

AT the meeting of the Executive Committee of the Association on August 11, the following resolution was carried:

"Resolved, that it be a recommendation from this committee to the Tariff Committee for their consideration, in relation to drawbacks of duty on material imported when worked into articles exported:

"That when such article is manufactured in Canada, the Government be memorialized not to grant a drawback on the imported article."

Some little discussion took place as to the working out of this resolution, and the general principle of drawbacks in the duty in general instances. It was felt, however, that on this subject the Tariff Committee should proceed by making very thorough investigation, and the subject was referred to them for consideration.

In doing so, however, it was felt advisable that there should be an expression of opinion on the part of the members of the Association, so that the Tariff Committee might have before them the expressed opinion of other members of the Association employed in different manufacturing industries.

As a member, therefore, you are cordially invited to express frankly your opinion of the operation of the regulation providing for drawbacks of duty on material imported when worked into articles that are exported from the country.

Your communications in this matter will be treated as strictly private, and no names will be given when deductions are made as to the tenor of the replies received.



# OFFICERS AND COMMITTEES CANADIAN MANUFACTURERS' ASSOCIATION 1900-1901.

## PRESIDENT :

P. W. Ellis, P. W. Ellis & Co., Toronto.

## FIRST VICE PRESIDENT :

C. C. Ballantyne, Sherwin-Williams Co., Montreal.

## ONTARIO VICE-PRESIDENT :

Cyrus A. Birge, Canada Screw Co., Hamilton.

## QUEBEC VICE-PRESIDENT :

E. Tougas, P. D. Dods & Co., Montreal.

## NOVA SCOTIA VICE-PRESIDENT :

D. W. Robb, Robb Engineering Co., Amherst, N. S.

## NEW BRUNSWICK VICE-PRESIDENT :

C. J. Osman, Albert Manufacturing Co., Hillsboro, N. B.

## MANITOBA VICE-PRESIDENT :

F. W. Thompson, Ogilvie Milling Co., Winnipeg, Man.

## BRITISH COLUMBIA VICE PRESIDENT :

F. C. Wolfenden, Okanagan Flour Mills Co., Limited, Armstrong, B. C.

## TREASURER :

Geo. Booth, Booth Copper Co., Limited, Toronto.

## SECRETARY :

T. A. Russell, B. A., Toronto.

## EXECUTIVE COMMITTEE :

A. W. Allen, Allen Manufacturing Co., Toronto.  
E. C. Boeckh, Boeckh Bros. & Company, Toronto.  
P. H. Burton, Merchants Dyeing and Finishing Co., Toronto.  
R. W. Elliott, Elliot & Co., Toronto.  
J. F. Ellis, The Barber & Ellis Co., Toronto.  
F. B. Fetherstonhaugh, Fetherstonhaugh & Co., Toronto.  
W. K. George, The Standard Silver Co., Toronto.  
E. G. Gooderham, Toronto Silver Plate Co., Toronto.  
A. Gunn, D. Gunn, Bros. & Co., Toronto.  
Robert Harmer, Massey-Harris Co., Limited, Toronto.  
Widmer Hawke, The O'Keefe Brewery Co., Limited, Toronto.  
Geo. H. Hees, Geo. H. Hees, Son & Co., Toronto.  
Geo. Heintzman, Heintzman & Co., Toronto.  
A. E. Kemp, Kemp Manufacturing Co., Toronto.  
F. Kent, Seaman, Kent & Co., Toronto.  
Geo. H. Kilmer, Cyclone Grate-Bar Co., Toronto.  
W. J. McMurtry, Gold Medal Furniture Mfg. Co., Toronto.  
W. K. McNaught, American Watch Case Co., Toronto.  
J. E. Maybee, Ridout & Maybee, Toronto.  
R. E. Menzie, R. E. Menzie, Toronto.  
J. P. Murray, Toronto Carpet Manufacturing Co., Toronto.  
Frederic Nicholls, Canadian General Electric Co., Limited, Toronto.  
C. H. Riches, C. H. Riches, Toronto.  
Thos. Roden, Roden Bros., Toronto.  
W. B. Rogers, Chas. Rogers, Sons Co., Limited, Toronto.  
Wm. Stone, Toronto Lithographing Co., Limited, Toronto.  
J. M. Taylor, Dominion Radiator Co., Limited, Toronto.  
J. O. Thorn, Metallic Roofing Co., Limited, Toronto.  
S. M. Wickett, Bickell & Wickett, Toronto.  
J. F. Wildman, Office Specialty Mfg. Co., Limited, Toronto.  
F. H. Wright, Augustus Newell & Co., Toronto.  
J. Baillie, Dominion O.Cloth Co., Limited, Montreal.  
Jas. Davidson, Thos. Davidson Manufacturing Co., Montreal.  
Geo. Evans, Dominion Bridge Co., Montreal.  
J. B. MacLean, MacLean Publishing Co., Montreal.  
J. D. Rolland, The Rolland Paper Co., Montreal.

Geo. Lang, Lang Tanning Co., Berlin.

Henry Veigh, Goold, Shapely & Muir Co., Limited, Brantford.

John Bertram, John Bertram & Sons, Dundas.

J. D. Pennington, Valley City Seating Co., Dundas.

C. R. H. Warnock, Galt Knitting Co., Galt.

J. R. Barber, Wm. Barber & Bros., Georgetown.

Jas. Goldie, The Jas. Goldie Co., Guelph.

E. P. Hawkins, Bell Organ and Piano Co., Limited, Guelph.

W. C. Breckencridge, Norton Manufacturing Co., Hamilton.

E. R. Clarkson, The Sun Oil Refining Co., Hamilton.

Geo. H. Lees, Geo. H. Lees & Co., Hamilton.

John Hewton, The Kingston Hostery Co., Limited, Kingston.

L. Campbell, Morris, Field, Rogers Co., Listowel.

W. M. Gartshore, McClary Manufacturing Co., London.

T. H. Smallman, Canada Chemical Manufacturing Co., London.

John Cowan, Ontario Malleable Iron Co., Oshawa.

W. H. Rowley, The E. B. Eddy Co., Limited, Hull.

J. B. Henderson, Penman Manufacturing Co., Paris.

J. N. Kendry, Auburn Woollen Co., Peterborough.

F. Stanley, Stanley Piano Co., Peterborough.

W. W. Cox, Whitman & Barnes Mfg. Co., St. Catharines.

F. H. Clergue, Sault Ste. Marie Pulp and Paper Co., Sault Ste. Marie.

Wm. Robins, Hiram Walker & Sons, Walkerville.

O. G. Anderson, The Anderson Furniture Co., Limited, Woodstock.

D. W. Karn, D. W. Karn & Co., Woodstock.

## RAILWAY AND TRANSPORTATION COMMITTEE.

J. M. Taylor, Chairman, The Dominion Radiator Co., Toronto.

E. C. Boeckh, Boeckh Bros. & Company, Toronto.

G. P. Breckon, The Metallic Roofing Co., Toronto.

Widmer Hawke, The O'Keefe Brewery Co., Toronto.

W. J. McMurtry, The Gold Medal Furniture Manufacturing Co., Toronto.

J. K. Osborne, The Massey-Harris Co., Limited, Toronto.

E. R. Clarkson, Sun Oil Refining Co., Hamilton.

R. Hobson, Hamilton Steel and Iron Co., Hamilton.

J. H. Rowley, The E. B. Eddy Co., Limited, Hull, P.Q.

H. S. Cane, Wm. Cane & Sons Manufacturing Co., Newmarket.

## INDUSTRY AND MEMBERSHIP COMMITTEE :

Jas. P. Murray, chairman, The Toronto Carpet Manufacturing Co., Toronto.

Jas. Acton, The Jas. Acton Publishing Co., Toronto.

J. F. Ellis, The Barber & Ellis Co., Limited, Toronto.

Geo. H. Hees, Geo. H. Hees, Son & Co., Toronto.

R. E. Menzie, R. E. Menzie, Toronto.

C. H. Mortimer, C. H. Mortimer Publishing Co., Toronto.

Wm. Stone, The Toronto Lithographing Co., Toronto.

F. H. Wright, Augustus Newell & Co., Toronto.

Geo. Evans, Dominion Bridge Co., Montreal.

J. B. MacLean, The MacLean Publishing Co., Montreal.

## TARIFF COMMITTEE :

Frederic Nicholls, chairman, The Canadian General Electric Co., Toronto.

P. H. Burton, Merchants Dyeing & Finishing Co., Toronto.

J. F. Ellis, The Barber & Ellis Co., Toronto.

F. B. Hayes, The Toronto Carpet Mfg. Co., Toronto.

Geo. H. Hees, Geo. H. Hees, Son & Co., Toronto.

W. K. McNaught, American Watch Case Co., Toronto.

C. R. H. Warnock, Galt Knitting Co., Galt.

E. P. Hawkins, Bell Organ and Piano Co., Limited, Guelph.

Geo. Drummond, Canada Iron Furnace Co., Montreal.

F. H. Clergue, Sault Ste. Marie Pulp and Paper Co., Sault Ste. Marie.



## OFFICERS AND COMMITTEES—Continued.

## COMMERCIAL INTELLIGENCE COMMITTEE :

S. M. Wickett, chairman, Bickell & Wickett, Toronto.  
 Alfred Burton, The Merchants Dyeing and Finishing Co., Toronto.  
 R. Y. Ellis, P. W. Ellis & Co., Toronto.  
 F. B. Hayes, The Toronto Carpet and Mfg. Co., Toronto.  
 J. F. Smale, The Wm. Davies Co., Limited, Toronto.  
 J. O. Thorn, The Metallic Roofing Co., Toronto.  
 H. Van der Linde, The Gutta Percha and Rubber Manufacturing Co., Toronto.  
 Geo. W. Watts, The Canadian General Electric Co., Toronto.  
 J. A. Wells, The Canada Cycle & Motor Co., Toronto.  
 F. H. Wright, Augustus Newell & Co., Toronto.

## PARLIAMENTARY COMMITTEE :

C. H. Riches, chairman, C. H. Riches, Toronto.  
 P. H. Burton, The Merchants Dyeing and Finishing Co., Toronto.  
 W. K. George, Standard Silver Co., Toronto.  
 A. E. Kemp, The Kemp Manufacturing Co., Toronto.  
 Geo. H. Kilmer, Cyclone Grate-Bar Co., Toronto.  
 G. N. Morang, Geo. N. Morang & Co., Limited, Toronto.  
 W. B. Rogers, Chas. Rogers, Sons & Co., Toronto.  
 A. W. Thomas, The Copp, Clark Co., Limited, Toronto.  
 Geo. Pattinson, Geo. Pattinson & Co., Preston.  
 B. Rosamond, Rosamond Woollen Co., Almonte.

## RECEPTION COMMITTEE :

Thos. Roden, Chairman, Roden Bros., Toronto.  
 G. P. Breckon, Metallic Roofing Co., Toronto.  
 L. V. Dusseau, The Gendron Manufacturing Co., Toronto.  
 W. K. George, Standard Silver Co., Toronto.  
 T. W. Horn, The Luxfer Prism Co., Toronto.  
 F. Kent, Seaman, Kent & Co., Toronto.  
 Wm. Stone, Toronto Lithographing Co., Toronto.  
 Maurice Taylor, Dominion Dyewood and Chemical Co., Toronto.  
 F. Stanley, The Stanley Piano Co., Peterborough.  
 E. Tougas, P. D. Dods & Co., Montreal.

## REPRESENTATIVES TO TORONTO INDUSTRIAL EXHIBITION :

Geo. Booth, The Booth Copper Co., Limited, Toronto.  
 W. K. McNaught, The American Watch Case Co., Toronto.  
 J. O. Thorn, The Metallic Roofing Co., Toronto.  
 Frederic Nicholls, The Canadian General Electric Co., Limited, Toronto.  
 R. E. Menzie, R. E. Menzie, Toronto.

## REPRESENTATIVES TO TORONTO TECHNICAL SCHOOL BOARD :

R. Y. Ellis, P. W. Ellis & Co., Toronto.  
 F. B. Hayes, The Toronto Carpet Mfg. Co., Toronto.

## AUDITORS :

George Evans, Dominion Bridge Co., Montreal.  
 John M. Taylor, Dominion Radiator Co., Toronto.

*The officers shall be ex-officio members of all committees.*

*Regular meetings of the Executive Committee are held at 2 o'clock p.m., on the second Tuesday of each month, at Board of Trade Building, Toronto.*

*Any of the standing committees has power to add to its numbers.*

## CONSTITUTION AND BY-LAWS

OF THE

## CANADIAN MANUFACTURERS' ASSOCIATION.

## CONSTITUTION.

## NAME.

The name of this organization shall be the Canadian Manufacturers' Association.

## OBJECTS.

1 To promote the interests of Canadian manufacturers and exporters.

2 To secure by all legitimate means the aid of both Public Opinion and Government Policy in favor of Home Industries and the promotion of Canadian Manufacturing Enterprises.

3 To enable those engaged in all branches of Canadian manufacturing enterprises to act in concert as a united body whenever action in behalf of any particular industry or of the whole body becomes necessary.

## MEMBERSHIP.

Any bona fide manufacturer, producer or exporter, whose business is directly connected with the manufacturing industries of Canada.

## MEMBERS.

There shall be two classes of membership—active and honorary.

Active members shall consist of ordinary members and life members.

Honorary members shall have the same privilege of visiting the Association as active members.

## ELECTION OF MEMBERS.

Honorary members shall be elected only on the unanimous vote of the Executive Committee, or by a unanimous vote at the annual general meeting, for having been of unusual benefit either to the Association or to the nation, but may not vote or hold office.

## LIFE MEMBERS.

Any ordinary member in good standing may, after at least one year's membership, become a life member on the payment in advance of ten annual subscriptions.

## ACTIVE MEMBERS.

Every candidate for active membership shall sign an application for membership, which shall be signed by an active member as his proposer, and by another active member as his seconder, and which shall be forwarded to the Secretary. Such applications shall be acted upon at the next meeting of the Executive Committee.

## VISITORS.

Visitors of note may be introduced by any member of the Association for two

weeks and have all the privileges of the Association rooms.

## MEETINGS.

The fiscal year shall commence on the 1st day of August, of the year 1900, and each successive year thereafter.

The annual general meeting shall be held during the eight succeeding weeks after August 1.

The annual meeting of the Association shall be held in the Association rooms or in such other place as may be decided by the Executive, due notice having been sent by mail to each member; to receive the report and financial statement of the Executive for the past year; to elect the officers, Executive and committees for the ensuing year, and for all other general or special purposes relating to the management of the Association's affairs.

The President shall call the annual meeting and all special meetings of the Association.

He may call a special meeting of the Association at his own pleasure, and shall do so at the written request of 10 active members, within three days of his receipt of such request.



Ten days' notice of such meetings shall be mailed to each active member at his address in the Association register.

#### OFFICERS.

The officers shall consist of President, a First Vice-President and an additional Vice-President from each Province represented in the Association, Treasurer, and such other officers as the Executive may from time to time see fit to appoint for certain purposes or necessity.

#### DUTIES OF OFFICERS.

**President.**—It shall be the duty of the President to preside at all meetings of the Association and of the Executive Committee, and to enforce a compliance with the Constitution and By-laws.

**Vice-Presidents.**—It shall be the duty of the Vice-Presidents, in the order of their election, to assist the President in the discharge of his duties, and in his absence to officiate in his stead.

**Treasurer.**—The Treasurer shall receive and pay out all moneys on behalf of the Association, and deposit with the bank, to the credit of the Association, all moneys received. He shall sign all cheques and have them countersigned by the President, and shall, as Treasurer, endorse for deposit or discount, all cheques, bills and notes received by the Association. He shall keep the accounts of the Association, and prepare the same and a balance sheet thereof for the inspection and signature of the Auditor, and shall, in conjunction with the Auditor, prepare and certify the statements for the annual meeting.

#### SECRETARY.

The Secretary shall be appointed annually by the Executive Committee at their first meeting following the annual meeting of the Association. He shall carry out the instructions of the Executive Committee, and shall keep a true and correct record of all proceedings of the Association, a correct list of the members and their addresses; shall conduct the correspondence of the Association; issue notices to the members of the Association and of the Executive, and of the meetings of all the committees; he shall collect and carefully preserve all books, papers, letters and documents relating to, or of interest to the Association, shall be remunerated for his services at the discretion of the Executive Committee, which remuneration shall be agreed upon between the Secretary and Executive Committee before he takes over his duties.

He shall have the custody of the Seal of the Association and keep the securities, books, papers and records of the Association, all of which he shall deliver up when directed to do so by the President or Executive, to such person as he or they shall direct, and shall perform all other duties which the nature of his office may require, or that the Executive may order. The books and accounts shall be kept at the head office of the Association, and shall be

open to the inspection of any member of the Executive Committee during business hours.

The Secretary shall be an employee of the Association.

#### COMMITTEES.

The officers shall be ex-officio members of all committees.

All committees shall meet at the call of their Chairman, promulgated through the Secretary.

1.—The Executive Committee shall be composed of the President, Vice-Presidents, Treasurer, and not less than 20 active members of the Association.

2.—The Tariff Committee shall consist of 10 active members, with power to add to their number.

3.—Railway and Transportation Committee shall consist of 10 active members, with power to add to their number.

4.—Parliamentary Committee shall consist of 10 active members, with power to add to their number.

5.—Industry and Membership Committee shall consist of 10 active members, with power to add to their number.

6.—Reception and Entertainment Committee shall consist of 10 active members, with power to add to their number.

7.—Committee on Commercial Intelligence shall consist of 10 active members, with power to add to their number.

#### NOMINATION AND ELECTION OF OFFICERS AND COMMITTEES.

The nomination of the officers of the Association and committees shall be sent to the Secretary of the Association, not more than four and not less than one week before an annual meeting, but no member shall be nominated unless his consent has been obtained.

The officers, chairmen of committees and committees shall be elected by a majority of the active members present at the annual meeting.

#### DUTIES OF COMMITTEES.

All committees shall keep a correct minute book of their proceedings and report to the Executive Committee after each meeting.

The Executive Committee shall act as an Advisory Board to the general officers of the Association, and also transact such business as may be assigned to it by the Association. The Executive Committee shall further establish a bureau of information, to which members may at any time refer.

The class of information that is to be supplied will be furnished by the committees, but, in addition, the Executive shall try to procure reliable statistics as to imports into foreign countries, classified: country supplying, quantity imported and value.

Enterprises which may offer a good opening in a manufacturing way in Canada for articles not yet made in Canada, or insufficiently so.

Possibilities for extending inter-Imperial and inter-Colonial trade.

A list as they are to be had of foreign contracts and more important domestic ones.

Endeavor to regulate credits and rates of discounts.

Keep members of the different guilds notified of important meetings of manufacturers, engineering, mining or other Associations.

Meetings of the Executive shall be held on the second Tuesday of every month in the Association rooms, or more frequently if needed.

**Tariff Committee.**—The duty of the Tariff Committee shall be to hear, consider and act upon all applications from manufacturers who may desire the cooperation and assistance of the Association where concerted action may be deemed necessary in behalf of any particular industry, or of the manufacturing interests of the whole country. Whatever action may be taken in this direction by the Tariff Committee shall be considered as the action of the Association, and it shall be the duty of the Chairman and the Secretary to carry out the instructions of the Tariff Committee.

They shall endeavor to procure all foreign tariffs and have them so translated and revised as to be understood.

They shall be alive to any changes in the Canadian tariff and watch the interests of Canadian manufacturers and exporters.

**Railway and Transportation Committee.**—Shall endeavor to procure and forward to the Secretary a list of all the lines of railways and steamships, who carry freight to, in or from Canada on original bill of lading.

They shall endeavor to procure the most advantageous table of freight rates and charges.

They shall endeavor to bring about an equitable rate of freights on the Canadian railways, and may be appealed to by any member of the Association who wishes to have a grievance redressed.

They shall endeavor to hasten the fast Atlantic service, the Pacific cable, take a live interest in the present canal system and proposed canals. Endeavor to have extended protection to lake, river, and coast navigation.

They shall give attention to all matters of a similar nature which may, from time to time, become of importance to the trade and commerce of Canada.

**Parliamentary Committee.**—The Parliamentary Committee shall use all means to have an equitable and just copyright law embodied in the statutes of the country.

They shall give attention to legislation relating to employers' liability, and assist in having fair laws for employed as well as employer.

They shall endeavor to procure and have in the Association rooms, foreign banking systems and methods of collections.

They shall use such influence as may compel the introduction of a general insol-



veny law which shall govern creditors and estates throughout Canada.

**Industry and Membership Committee.**—This committee shall have power to devise means for securing new members and accepting the applications when submitted. The members of this committee are expected to form in the various cities, branches of the Association, and, if possible, convene a meeting of other members in each city, at which matters of interest to other Canadian manufacturers and exporters would be considered.

They are expected to support this idea by having a committee of some of the Association members, from whom they will elect a secretary, who will report to the head office after each meeting.

The Reception and Entertainment Committee shall look after the reception and entertainment of distinguished visitors. They shall arrange for special entertainments of lectures and banquets from time to time as they may think necessary in the interests of the Association and which must be approved by the Executive Committee.

**Committee on Commercial Intelligence:** This committee shall have power to deal with such questions as the metrical system, moneys, weights and measures; industrial schools and schools of applied art; a national museum of manufactures and fine arts; expositions held in Great Britain and foreign countries, and all information that will be beneficial to Canadian exporters.

#### DUES AND PRIVILEGES.

No member shall be entitled to the privileges of membership until his fees shall be paid, as provided by the By-laws in force for the time being.

Any member whose annual fee shall be unpaid on the date fixed by the By-laws in force for the time being shall cease to have the privilege of membership until all dues are paid.

#### BANK ACCOUNT.

A bank account shall be kept in the name of the Association with some chartered bank in Toronto, in which all monies shall be deposited in the manner prescribed by these By-laws.

#### AMENDMENT TO THE CONSTITUTION.

The Constitution may be amended only by a two-thirds majority present at any general meeting, 30 days' notice in writing of such amendment having been given to the Secretary, and it shall be the duty of the Secretary to include in his circulars calling the next general meeting a notice of such amendment, both such notices to include the clause or clauses to be amended. It shall be in order that amendments to the amendment can be discussed and voted on at the same meeting.

#### AUDITOR.

An auditor shall be appointed every year by the members at the annual meeting, whose duty it shall be to audit and examine all books, vouchers and accounts of the Association, and to certify to the correctness of the balance sheet, for submission to

the Executive as soon after the close of the financial year as possible. The allowance for the auditor's services shall be fixed by the members at the annual meeting.

### BY-LAWS.

The order of business at the annual meetings of the Association, and at all other meetings of the Association, Executive or other committees, shall be as follows, as far as practicable:

- 1.—Reading minutes of previous meeting.
- 2.—Business arising out of the minutes.
- 3.—Receiving communications.
- 4.—Reports of Standing Committees.
- 5.—Reports of Special Committees.
- 6.—Unfinished business.
- 7.—New business.
- 8.—President's address.
- 9.—Secretary's report.
- 10.—Treasurer's report.
- 11.—Notices of motion.
- 12.—Reading reports of informal discussion.
- 13.—Election of officers.
- 14.—Election of Standing Committees.
- 15.—Appointment of representatives to Toronto Industrial Exhibition.
- 16.—Appointment of representatives to Technical School Boards.
- 17.—Induction of officers.

This order of business may be suspended or varied at any meeting by two-thirds vote of those present.

As far as practical this order of business shall be observed at all other meetings of the Association and of the Standing Committees.

#### FEES.

The fee for each active member shall be \$10 per annum. The first payment shall become due on his election and each subsequent payment shall become due on the first day of August.

#### EXPENSES.

No expense shall be incurred by any of the committees until they shall have first been approved by the Executive. All bills must be passed by the Executive and paid by cheque. Employes' salaries shall be fixed by the Executive.

#### QUORUM.

At all annual meetings of the Association not less than 15 members must be present to constitute a quorum. At other meetings of the Association not less than ten members. At all meetings of the Executive Committee or standing committees not less than five members must be present to constitute a quorum.

#### CONDUCT OF MEETINGS.

All meetings of the Association and of standing committees shall be conducted as follows:

- 1.—If there should be no quorum within 15 minutes of the time fixed for the meeting, an adjournment may be had.
- 2.—Any member who may desire to speak must address the Chair. All motions must be made in writing. Any member who may have already spoken to a motion, must obtain permission from the Chair to be again heard regarding it. The Chair may at any time announce that the subject is open for conversational discussion.

3.—No debate may be had except upon a motion regularly before the meeting.

4.—The previous question, when moved, must be seconded by at least two members.

5.—A resolution calling for or receiving a report or other document shall not bind the meeting to an approval of it.

6.—The Chair shall decide all questions of order.

7.—A motion to adjourn shall always be in order.

8.—In voting, no proxies shall be allowed.

9.—All questions shall be decided at meetings of the Association or Committee by a majority of those present. In case where the number of votes is equal, the President or chairman, besides his own, shall have a deciding or casting vote.

#### MONTHLY MEETINGS.

Committees may meet once a month, or oftener if necessary, and transactions shall be recorded in a book and reported to the Executive immediately after each meeting.

#### RESIGNATIONS.

All resignations of office or membership shall be in writing, addressed to the Secretary, and by him to be submitted to the next meeting of the Executive.

All dues must be paid in full before a resignation can be considered. Resignations must be in Executive's hands before August 1st to relieve payment of dues for following year.

#### EXPULSION.

Any member may be adjudicated upon by the Executive, if charged in writing with conduct unbecoming a member of the Association. If in the opinion of a quorum of the Executive, action should be taken thereon, the President, or in his absence one of the Vice-Presidents, shall appoint a committee of five to investigate the charges made. The committee with due diligence will report in writing if the charges are sustained or not. The report having been considered by the Executive, the member so charged shall be notified in writing at least 10 days before final action by the Executive, by registered letter to his last known address, to appear at next meeting of the Executive to defend himself. The Executive may, by a majority vote present at such meeting, suspend the member for a period of time or expel on a two-third vote.

#### AMENDMENT TO BY-LAWS.

The By-laws may be amended at any meeting of the Association on a two-thirds vote of the members present, one month's notice having been given in writing to the Secretary by the member desiring such amendment. This notice must contain the precise terms of the alteration proposed, and such proposed amendment shall be included by the Secretary in his circulars to the members calling the meeting at which the amendment is to be considered. It shall be in order that the amendments to the amendment be voted on, and shall be discussed and voted on at the same meeting.



# Official Report of Manufacturers' Convention

Annual Convention of The Canadian Manufacturers' Association, Held in the Assembly Hall, Temple Building, Toronto, August 30, 1900.

President J. F. Ellis in the chair.

The meeting was called to order at 10.45 a.m.

Upon motion of Mr. P. W. Ellis, seconded by Mr. Murray, the minutes of the last annual meeting were taken as read.

The Secretary, Mr. T. A. Russell, then announced that he had received communications from nearly all the outside members not represented expressing their regret at their inability to be present, and sending their best wishes to the Association; that he had had letters to that effect from as far east as North Sydney, Nova Scotia, and as far west as Armstrong, B.C.

## TARIFF.

The report of the Tariff Committee was then presented by Mr. Geo. H. Hees, Chairman, as follows:

### REPORT OF THE TARIFF COMMITTEE.

Your Tariff Committee begs leave to report that during the past year meetings have been held for the consideration of the tariff in relation to our manufacturing industries. The announcement by the Dominion Government of the increase of the preference in favor of British goods entering the country, from 25 per cent. to 33½ per cent., called for action on the part of the Association. Our members were communicated with by letter, and, on the basis of their replies, a resolution was forwarded to the Government dealing with the principle of preferential tariff. This resolution briefly expressed the loyalty of the Association, its attachment to Great Britain, and its approbation of measures tending to increase trade between Canada and other parts of the Empire, and it favored a reasonable preference on goods imported from Great Britain, but only so long as the minimum tariff was high enough to afford adequate protection to existing Canadian industries. Further, it declared that this increase in the preference would injuriously affect certain lines of manufacture, and that, therefore, the Government should consider means of raising the duty upon the products competing with these industries. The resolution further urged that the preference should not be allowed on goods coming from Great Britain, unless the value of British labor in them was at least equal to 50 per cent. of the total value; this in order to prevent foreign goods coming in under the name of British manufactures.

After presenting this general resolution upon the subject of preferential tariff, your committee carefully investigated the complaints of numerous industries, and, as a re-

sult, made recommendations to the Government urging certain changes in the present tariff. In presenting these recommendations, two delegations waited on the Government together with your committee, to urge their claims in their respective industries. Your committee, however, regrets to report that, although a promise was received from the members of the Government of careful attention to this matter, nothing has been done, although in many lines the redress asked for could have been got by lowering the duties without injuring any other Canadian industry. Nothing has, however, been done by the Government, the policy evidently being that they will watch the effect of the tariff for at least a year without making any change, unless it is found as an actual fact that some industries are being injured.

All of which is submitted.

T. A. RUSSELL,  
Secretary.

GEO. H. HEES,  
Chairman.

After which he made the following remarks:

Mr. Hees: "I might say that your committee, in going to Ottawa for the manufacturers of woollen goods—an industry representing probably \$20,000,000—were very nicely received, and we thought at the time that something would be done for us. We also represented other claims, urging some things to be put on the free list for the benefit of manufacturers, and we came away feeling that some attention would be paid to our request. But, from results, we think that our visit to Ottawa was entirely fruitless; nothing whatever has been done that we asked to have done, and, I think, we were entirely out of their mind as soon as the door was closed. We did our part, and we are very sorry we cannot report more favorably. I move the adoption of the report."

Mr. W. K. McNaught: "I second that."

Mr. D. W. Karn, Woodstock: "I would like to make one or two remarks with reference to this tariff matter. I am pleased to know that the numbers of the Association are increasing, because the old adage is that in numbers there is strength. Perhaps, as we become a stronger organization we may be able to make ourselves felt more in connection with whatever Government we may have in power, and, if we go to them as a united association, demanding from them certain changes of tariff that we believe to be in the best interests of the country and of the manufacturers at large, I do not think that they would be in a position to put us aside

—that they will have to give us some attention and do something in the line we suggest. Because, I believe that a body of manufacturers throughout the country in the various lines of industry are certainly just as competent, if not more competent, to deal with matters of that description than any Government is."

Mr. P. W. Ellis, Toronto: "I think this report of the Tariff Committee is, perhaps, one of the most important reports that we will pass to-day. Following up the remarks of Mr. D. W. Karn, of Woodstock, we all appreciate the importance of numbers, but our Association to be strong must be truly representative. The intention of the Association, as I understand it, is, that being non-political, believing that we should have influence with whatever Government may be in power, that it would be certainly extraordinary if the business interests of this country, or those business interests I might more truly say, representing the manufacturing interests, should have no influence with the Government in power. We must realize that they are our representatives, whether they are of our political stripe or of many of our political stripes or not. The feeling is to so arouse the interests of the manufacturers of Canada in the recommendations of this Association that each manufacturer in his own constituency will personally approach the representative of the constituency, be that representative Reform or Conservative; and he will be known to that representative; possibly the representative will recognize in that man a man of serious business, who talks not for political effect, but for the effect—that is paramount—the interests of our country—and possibly he may bring such weight to bear upon that representative that he may go to Ottawa determined that wise legislation, or the wise legislation that we suggest, shall be proposed and carried into effect. If each of our representatives in Canada is seized of the importance of this question, and if they each buttonhole the representatives in the various constituencies, surely something will be done. The thoughtful conclusions of serious business men should have an important bearing upon the legislation of our country."

Mr. W. K. McNaught, Toronto: "I might say that the Government, so far as the manufacturers were concerned, received us in a very kind and courteous manner. The conversation we had, lasting over an hour or an hour and a half, was a straight business conversation. The delegation was particularly pleased with the attitude of the Government; they were very willing to talk



over matters, anyway, if they were not prepared to do anything. I think they were fully seized of the tariff question as it bears on this Association. We tried to press upon the Government very strongly that, so far as the manufacturers of Canada were concerned, what they wanted was adequate protection against any other country; that we were quite willing; in fact, we were anxious to see a preference given to British goods; but when that protection was given, we wanted protection to all Canadian industries. While we wanted to see trade with the Mother Country cultivated and helped as far as possible, we thought it should be done at the expense of the foreign manufacturers, not at the expense of our own. Let them take off 25 or 50 per cent., whatever they want to, so long as there is sufficient left. I think that is a reasonable ground to take. They listened very courteously to what we had to say, but I am sorry to say our journey to Ottawa was apparently fruitless. I hope it will bring forth fruit later on for the benefit of Canadian industries.

Mr. S. Coulson, Montreal: "Manufacturers of Montreal as a rule are so busy that they are not fairly represented here, so far as I know. Under the late tariff, we manufacturers of barb wire were doing considerable business in that line. All our stuff was put upon the free list. As far as our firm was concerned it was the greatest blessing that ever happened. We were trying to compete with the Americans and couldn't do it; that industry was wiped out. Our house is an old house, has been in business for forty years, and I am bound to say that we never, as far as we were concerned, had a tariff that worked so well and so smoothly and so to our advantage as the present tariff. I am sure that represents the feeling of the great majority of the Montreal manufacturers. I think there are lines that have altogether too much protection, and it is not fair to some of the others; they are protected beyond legitimate requirements. Stability of tariff is what we want. We can all remember that for a while, almost every session, there were amendments, and it got so that we did not know where we were, from session to session, or from year to year. I hope we may go on for the next five or ten years doing as profitable a business as we have done the last three or four years, more particularly the last two years. I am quite satisfied in my own mind we have to thank the present tariff a good deal for that."

Mr. J. P. Murray: "I think that probably there is some little misunderstanding by our friend from Montreal in connection with the report of the Tariff Committee. The deputation that waited on the Government, waited on them largely in the woollen interests of the country. I was there as one of the deputation, and it was shown that, under the existing circumstances, without speaking of any protection at all, that the woollen men should have something like

equivalent to 31 per cent. to put them on a level with the Old Country manufacturers. Their recommendation was that if the Government would put a tariff on, so that after the concessions were allowed the tariff might perhaps be 30 per cent., that would still leave the woollen manufacturers of this country 1 per cent. behind the manufacturers of the Old Country. It was just to get them on an even level. That was shown distinctly by the figures from all classes of woollen manufacturers. Figures were given to the Government, and I think they were very well seized with the facts. We had every reason to believe that they were satisfied the woollen interests of this country were suffering from too little support. I think our friend from Montreal will recognize the fact that there are certain interests in this country that must have more protection if they are going to live. The woollen industry is one of them."

Mr. Hees: "I think it was almost useless for us to appear before the Government asking for a change in the tariff. Our committee was probably as strong a committee of representatives as you could get. They failed to accomplish what they set out to do, and got no benefit. Probably the tariff will stand where it is for some time."

No more remarks being forthcoming the Report of the Tariff Committee was adopted.

#### PARLIAMENTARY COMMITTEE.

The Chairman then called for the report of the Parliamentary Committee, which was read by Mr. C. H. Riches, of Toronto, after which he moved its adoption, seconded by Mr. Geo. H. Hees.

#### REPORT OF THE PARLIAMENTARY COMMITTEE.

There have been four meetings of the Parliamentary Committee since the annual meeting on February 6, 1900.

At these meetings all the private and public Acts of Parliament, both Provincial and Dominion, affecting the manufacturing interests of this country, were closely scrutinized by the committee, and those Acts which were considered detrimental, were opposed as far as possible within the power and means of the Association, and with more or less success.

The amendment to the Patent Act, introduced into Parliament by Mr. Gibson, Member of Parliament for Lincoln, was considered by the committee, who deemed it detrimental to the interests of the Canadian manufacturers, and a resolution to that effect was submitted to the Hon. Sidney Fisher, and vigorously pressed with the result that Mr. Gibson's amendment was withdrawn.

Canadian publishers controlling the Canadian copyrights of British authors had for years past been seriously handicapped in their trade, owing to the importation into Canada of copies of such books from England and other countries foreign to Canada. A complaint to this effect was made to the Association and referred to the

Parliamentary Committee, who prepared an amendment to the Copyright Act and submitted it to the Government. This amendment in a modified form, without its effect being destroyed, was introduced into Parliament as an addition to the Copyright Act, and it now stands as a law upon our statute books.

Other important questions considered by the committee were certain proposed amendments to the Banking Act, submitted by Mr. Watson, acting on behalf of certain woollen mills, and certain proposed amendments to the Insolvency Act, submitted by Mr. D. E. Thompson, honorary solicitor of the Association.

T. A. RUSSELL, Secretary. C. H. RICHES, Chairman.

Mr. P. W. Ellis: "At the risk of speaking too often, but yet with the desire of having the object of these committees more fully understood, I might remark that it is hoped that our Association, through the increased membership, will have such an amount in the treasury, that when bills are brought down, in either the Dominion or Provincial Parliaments, that we can have a representative there for the purpose of fully instructing the members as to the view we take upon any bills affecting the welfare of members of our Association. We feel that often legislation finds its way upon the statute books of this country without due deliberation, and largely because numbers of the members who vote are not thoroughly informed as to the merits. We feel that we should have sufficient funds at our command to have a personal explanation before the members dealing with those bills, so that they may thoroughly understand them before it comes to a final vote. I think the Parliamentary Committee ought to watch every bill that is brought before the Parliament of this country, and that it ought to be discussed thoroughly by them."

The motion was then put to the meeting and the report adopted as read.

#### INSOLVENCY LAW.

The resolution re Insolvency Law was moved by Mr. W. J. McMurtry, Toronto, seconded by Mr. S. Coulson, Montreal.

#### RESOLUTION RE INSOLVENCY LAW.

Whereas: The fact that the insolvency laws of the various Provinces are very diverse, and lead to trouble and expense in winding up insolvent estates;

And whereas: This difficulty operates very seriously to the impediment of the growth of the interprovincial and foreign trade of Canada;

And whereas: This matter has been repeatedly brought to the attention of the Dominion Government;

Be it resolved: That this Association urges Executive Committee to bring every possible pressure to bear upon the Dominion Government to have enacted at the next session a general Bankruptcy Act which will provide for the speedy, equitable and



economical distribution of estates of insolvent persons in Canada.

Mr. Coulson: "This has been so often discussed that I hardly need make any remarks on it. The Board of Trade of Montreal has given a good deal of time and attention to this matter. The trouble is that the country members say they do not want this."

Mr. R. Y. Ellis: "I would like to ask the Chairman why there is no action being taken in this."

Mr. Coulson: "Because we cannot interest the country members."

Mr. R. Y. Ellis: "I cannot help but think that in this insolvency matter something is wrong. As Mr. Coulson remarks, there is a certain amount of attention being given to this matter by different boards of trade, but where are we to-day? If Toronto cannot do anything of itself, or Montreal, cannot the citizens of the Dominion of Canada unite and do something? Perhaps it has not been brought before the country members in the proper light. There are just as anxious members in the country as in the city to see this matter righted. If the country members require to be enlightened and instructed on this point it is for us to do it. I think it is waste of time and useless to bring a resolution forward like this; there is nothing gained by it. We don't want the Insolvency Act for a Province, but for the Dominion. Our firm deals from the Atlantic to the Pacific, and we are constantly coming in contact with this thing. The insolvency matter is a Dominion matter. I would like the committee to initiate a movement that will be looked upon as Dominion."

Henry J. Bird, Bracebridge: "Coming from a remote country district, I feel the absolute need of the change in our Insolvency Act. I consider the want of legislation on this as a disgrace to the community. I find its provisions totally inefficient; they give the insolvent far too much power in his choice of the assignee, and place far too much difficulty in the way of the removal of that assignee; the duties of the inspectors are almost totally undefined and their powers too limited; and the creditors are to a certain extent subservient to the assignee, appointed by the insolvent, and unless they can by force and combination displace that assignee and put in one who is willing to do his duty by the creditors, and not by the insolvent, there are apt to be very serious and very gross irregularities. The neighborhood I have come from has suffered very much during the past year from this want of legislation. I think it is one of the pressing needs. I think Dominion Acts are far superior to Provincial Acts."

Mr. W. K. McNaught: "I think we are all agreed upon the necessity for a Dominion Insolvency Act. The difficulty, as has been said, is that the country members do not appreciate it. The reason they will not vote for a Dominion Insolvency Act simply is that the farmers, who are the bulk of

their voters, object to any Insolvency Act that does not bring in the farmers as well as the business men; as soon as it will take in them they will vote for it at any time. That matter has been talked over in Parliament for the last 20 years, but no Parliament is strong enough to force a vote through in spite of the farmers' vote. That is where the whole difficulty is. I don't know how we can get over it; it is a disgrace to the country that we have not got one, but we will never get one until somebody takes hold in that way.

The Chairman: "It seems to me, gentlemen, you all think it a difficult matter to handle; Mr. McNaught states he does not see how we can get around it. I think if this Manufacturers' Association had 2,000 members and the 2,000 members insisted on the Dominion Government passing a Dominion Act, it occurs to me it would be very likely to go into effect. I think they could bring enough influence to bear to bring that about; I think that is one great reason why the manufacturers of Canada should be united in a large organization; they then could have the influence to bring about reforms of this nature. Two thousand manufacturers, scattered from one end of this Dominion to the other, could accomplish a great deal, even in getting an Insolvency Act passed."

The resolution was then put to the meeting and adopted.

#### PATENT OFFICE REFORM.

Mr. J. O. Thorn, of The Metallic Roofing Co., Toronto, then moved the following resolution re Patent Office, seconded by Mr. J. M. Taylor, of The Dominion Radiator Co., Toronto.

#### RESOLUTION re PATENT OFFICE REFORM.

Whereas: It is in the interests of the members of this Association to have the work of the Canadian Patent Office accomplished in the most efficient manner possible.

And whereas: It is well known to all having business with the office, that the office, as at present constituted, is seriously lacking both in efficiency and in promptness of action.

Therefore be it resolved: That the Parliamentary Committee of the Association be instructed to take such steps as may be necessary to induce the Government to effect the following necessary reforms in the Patent Office.

1st. To spend such a proportion of the net revenue of the office, on the office, as is necessary to secure competent examiners and to provide them with the necessary facilities for their work.

2nd. To provide for the printing of patents so that copies may be obtained at a reasonable fee.

3rd. As our patent system approximates most closely to that of the United States, to have our examiners trained in the method of examination in vogue in the United States office.

4th. To make it incumbent on all examiners to take up applications strictly in order of filing (there is good reason to infer that this is not always done).

5th. To provide a sufficient number of examiners to expedite the business of the office.

And it is further resolved: That the Parliamentary Committee, or a committee appointed for that purpose, be instructed to prepare a memorandum, setting forth what changes in the Patent Act are desirable to advance the interests of the inventors, manufacturers and people of Canada, so that the same may be properly considered, endorsed by the Association, and urged upon the Government.

#### NOTES.

Patent office receipts	- - -	\$105,354.60
Expenditure	- - -	35,808 09
Surplus	- - -	\$69,546.51

The wise expenditure of this surplus on the office would give a vastly improved service.

No case could be kept a year in the office if cases were taken up in their order.

The Government would have to send an able man to Washington to investigate, and to afterward superintend reforms at home.

The Association could not advise as to details.

On Patent Law reform, proposed amendments would need careful consideration.

The Chairman: "I think this is a very valuable and well-thought-out resolution. There are, no doubt, a great many reforms required in the Patent Office, and, with the receipts that they annually receive, they could adopt those reforms and still have a surplus. I know if any of us want to get the copy of a patent we send to Ottawa for it, and there is some quite considerable charge—from \$3 upwards—it depends on the number of folios, I think, that they have to send you; if you write to Washington for a copy of a patent, I think it is only 10 or 15 cents. Manufacturers would be glad, and it would be a great relief to them, if they could get copies of patents in that cheap and prompt manner."

Mr. J. P. Murray: "I would like to see embodied in that resolution, in some way or other, some means whereby a patent can be made worth something after it is granted by the Government. I do not see why it cannot be arranged that the Government shall defend what it gives. It is all nonsense for the Government to give a patent, and then somebody go down there and get a patent out for almost identically the same thing, and then to find out whether your patent is good or not you have to go to enormous expense. I understand in Germany, if they issue a patent, they protect that patent; if there is any infringement the Government takes action, and the people, consequently, are very slow to interfere with anything that is patented by the Government.

"I would further suggest that when applications for patents are made, that they



may not be extended over the second year, unless there is a given quantity arranged for of the article to be made in the country. Applications are made for patents, and they are being imported into the country all the time under this, and the application is extended for two or three years, and, if they think they are not going to get a further extension of their application, they put in a new clause and make some little suggestion of a change, or something like that, and there is no patent at all, and the thing is being made in another country and imported into this, and cannot be touched because of the application for the patent. I think a certain quantity ought to be compelled to be made within two years of the application for the patent. I think a patent should be not only protection to the man whose brains invents it, but also a protection for that particular industry in the country."

Mr. Thorn: "I would suggest that a committee be appointed for the purpose of looking into necessary changes in the Patent Act. The matters Mr. Murray has just referred to involve changes in the Patent Act. I make this suggestion, as we cannot deal with them very well to-day."

Mr. F. B. Fetherstonhaugh, Toronto: "The first resolution that Mr. Thorn has proposed seems to me to be an important one. It is well recognized by a great many of the Government officials in Ottawa that the whole of the revenue ought to be spent for the purposes of the Patent Office; but the Government seems to have an idea that it is a source of making profit. I don't think that should be. I think the first clause is well taken. As far as the second clause goes—as to the printing of patents. At present the Department is making great exertions to have the printing of patents done; they are doing everything to make arrangements with the Printing Bureau, and they are grouping them and classifying them so that they can have a better examination. That would be more under another clause, but they are doing everything now to try and arrange in the near future for the printing of the patents. I know that one of the examiners has been taken off examining altogether, and specially detailed to see if he cannot arrange for the printing of the patents. Since Mr. Sydney Fisher has taken hold, the Patent Office has improved wonderfully; it has simply been a marvel the way he has worked and tried to bring the office up to a proper standard. He sent the Deputy Commissioner to Washington to procure an exchange of copies of patents, so that the Patent Office will be fully equipped as to examinations, which is a point Mr. Murray brought out. They are endeavoring in every way to make it more thorough and complete. As far as the fourth clause is concerned, the examiners are now taking up patents, as far as possible, in their order, but in some cases before the Patent Office, under particular circumstances, where particular manufacturing interests are involved, there is no question but the examiners will take a case out of

its turn, for certain reasons that are very important to manufacturers. I think that is also done in the United States Patent Office, where interests are involved. I think it is rather a proper course to take.

"This resolution says there ought to be more examiners. That is true, but those examiners in Ottawa can do a good deal of work if they are conversant with the work; the trouble is that they are not conversant with it. I think there are only two of the old examiners there, and they have got a good deal behind—they are quite old, a couple of them, and they do not work as much as if they were younger men; but the younger men they have got do certainly work very hard, and I have experience to that effect, but the trouble is that they have not got "the state of the art," as we call it, they have not got it at their finger ends. An examiner that has been there for years is able to look into an application in a comparatively few hours—an hour or two sometimes. He knows all the previous state of the art, he does not need to look it up, but knows exactly what will conflict; whereas a new examiner coming fresh from the university, although thoroughly trained, does not know the state of the art, consequently has to probably spend sometimes days to look it up. That is the real reason that applications are delayed so much nowadays. A couple of years ago it was not so, and why? Simply because the examiners did not make an examination of any account; but the young men coming in now are conscientious and they make a thorough examination, and the result is that the patent is worth a good deal more now in Canada than it used to be. They have got the full copies of the United States patents and also the English, and are in a very much better condition to take care of the cases as they come in.

"I think the resolution ought to do a great deal of good, especially in the way of having the Government, as represented by Mr. Fisher in this Department, spend more money on it for its improvement." (Applause.)

Mr. C. H. Riches: "In regard to the last statement, as to Mr. Fisher, I cannot quite agree with it especially as I know one instance where four patents have been issued for identically the same invention. It shows a lack of proper administration in the Patent Office. My own opinion is that there should be a complete divorce between the Patent Office and the Department of Agriculture.

"The examiners, at the present time, are executing their work to the best of their ability under the circumstances. The office, in order to assist them, is having prepared (so I understand) eight typewritten copies with blue prints of the drawings of each Canadian patent. These copies are to be given to the examiners to assist them in their examinations as to the state of the art affecting pending applications, and copies of all patents issued in the United

States have been secured, and these are being properly classified for the same purpose.

"But the Patent Office should go further. It should have properly classified copies of all English and other patents to enable the examiners to make an intelligent and comprehensive examination. By this means only is the office and applicant enabled to determine the patentable features of the invention, and if this is carried out the patentee will know that he is entitled to the issue of the patent and will feel satisfied that if he goes into court to prosecute alleged infringements of his rights that reference is not going to be made to a patent issued in another country by which he will be non-suited.

"The idea of educating the Canadian examiners in a foreign Patent Office may be a good one, but I hardly think that it is feasible. Some time ago, the same idea was suggested by another, and, in order to ascertain the views of the Patent Office on the subject, I spoke to one of the officials about it. He did not seem to entertain the idea at all, and his view was that if they could not get Canadians to execute the work in the Patent Office they would not go to Washington or any other country for that purpose.

"Mr. Thorn's idea in regard to printing copies of the patents is possibly the most important part of the whole resolution, as it is impossible to make a proper examination unless copies of patents can be obtained. Under the present system \$4.50 and upwards is charged for a copy of a Canadian patent, whilst copies of the corresponding American patent can be obtained for the small sum of five cents each.

"The fee which is charged for Canadian patents is another serious obstacle. In the United States the fee for a patent for 17 years is \$35; in Canada the fee for 18 years is \$60.

"All the points in the resolution are undoubtedly good ones, and they should receive the hearty support of the Association." (Applause.)

Mr. Fetherstonhaugh: "As far as young men being employed from other countries, I think as far as Canada is concerned it would not be well for examiners to be employed in that way when we have men in our own universities.

"As far as certified copies of specifications are concerned, the Patent Office has under serious consideration changes in that way.

"As far as a patent being abandoned under two years. Even if it has been abandoned, the Commissioner still has the power to renew the application and consider it, and I know of a case not long ago where it was renewed. I do not think it would be well to bring these things before the Government, because I think they are doing as much as they can in that way."

The Chairman: "The resolution here does not suggest anything of that kind, it



just leaves it in the hands of the Parliamentary Committee to effect necessary reforms, whatever they think best."

The resolution was then formally adopted.

The Report of the Reception Committee was then read by Mr. Thos. Roden, who moved its adoption, seconded by Mr. Geo. Booth.

#### REPORT OF RECEPTION COMMITTEE.

Your Reception Committee begs leave to report that during the past year meetings were held of this committee for the purpose of arranging, first, for the banquet given under the auspices of this association on March 29, and, second, for the arrangements which were necessary for the holding of the present annual meeting and convention.

The banquet held on March 29 was in every way a success. One hundred manufacturers were present, and a great impetus was given to the work of the Association. Two admirable addresses were delivered, one by Mr. D. E. Thompson, on "Insolvency Law in Canada," and the other by Mr. Harry Vigeon, on "Factory Costs Account." These two addresses provided material which was of much interest and advantage to our members. The banquet was, moreover, a financial success, a small balance being carried over to the general finances of the Association.

The arrangements for the present convention and the banquet which will bring it to a close this evening have been carried on through this committee, and a final report on these will not be possible until the close of to-day's proceedings. In concluding this report, your committee would strongly urge on next year's executive the advisability of holding gatherings in different manufacturing centres in Canada, somewhat similar to that carried out by our committee on March 29 last. If at least once a year the manufacturers in each of the manufacturing centres could be brought together at an ordinary business man's dinner, for the discussion of the points that were of interest and advantage to the manufacturers, the greatest good would result. Your committee would, therefore, strongly urge that meetings be held in the next year to organize gatherings of this kind. They would largely aid in the work of securing new members, and in organizing the manufacturers in certain localities into sections of the Association.

All of which is respectfully submitted.

T. A. RUSSELL, Secretary.  
THOS. RODEN, Chairman.

Mr. Roden: "Before that is put I would like an expression of opinion by some of the members as to the idea of having this convention held in different cities. Of course, a large number of the members are in Toronto, and to hold a convention of this kind entails considerable labor, but, if the outsiders are assured of the hearty support of the

Toronto organization, it would be an easy matter to arrange it. It has been suggested to have the next meeting held in Montreal. There are Montreal gentlemen here to-day, and they may like to make some remarks on this."

The Chairman: "I think the suggestion of the Reception Committee as to having meetings in different towns throughout the Dominion a very good one. If we could get the manufacturers in Brantford, London, etc., to have meetings there, say, once a year, and advise them as to what was being done, and enthruse them in the work of the Association it would be a grand thing. I would like to hear from some of the members as to that."

Mr. Murray: "That does not come up under Reception Committee, it comes up under another committee altogether."

The Chairman: "This is not a suggestion as to an annual meeting but a local meeting."

Mr. McNaught: "No. 13 covers it."

The Reception Committee's report was formally received and adopted.

The Membership Committee's report was then read by Mr. J. O. Thorn, who moved its adoption, seconded by Mr. J. M. Taylor.

#### REPORT OF THE MEMBERSHIP COMMITTEE.

Your committee has pleasure in presenting a most encouraging report for the year that has passed. The membership for the year 1899 in our Association was 150. Eighteen of these members declined renewing their subscriptions for 1900. The result was that the year was practically commenced with a membership of 132.

Additions have come in so rapidly that the membership of the Association stands to-day at 342—an increase of 210. This has been brought about largely through attention that has been drawn to the work being done by the Association, and in this work your committee has had some share.

The number of new members introduced by the present members is as follows:

R. E. Menzie (Chairman)	34
J. P. Murray	17
J. O. Thorn	15
J. F. Ellis	12
J. M. Taylor	10
P. W. Ellis	7
W. K. McNaught	7
F. H. Wright	6
S. M. Wickett	6
C. H. Riches	6
W. J. McMurtry	6
Geo. Booth	6
Thos. Roden	5
W. K. George	3
Henry Veigh	2
Wm. Stone	2
Frank Stanley	2

A number of others introduced one new member.

At the beginning of the year a guarantee was signed by the members present at the Executive Committee meeting to bring in at least three new members or pay \$25.00 into the funds of the Association. Of the number who signed that agreement all save

one or two have already fulfilled the terms of that agreement.

What a strong membership means for the Association anyone can understand. Its influence is increased; its finances enable it to carry on many other lines of work, and in this way much advance can be made.

The Membership Committee would ask that all members of the Association should feel that they are ex-officio of this committee and do what they can to increase the strength of the Association in the way of membership.

All of which is respectfully submitted.

T. A. RUSSELL, Secretary.  
R. E. MENZIE, Chairman.

The Chairman: "I might say that I know that this committee deserves the thanks of the Association for the work they have done. They have spent a great deal of time and have gone to a lot of trouble in order to induce manufacturers in different parts of the country to become members of this Association, and I think they have done their work well and succeeded well. If there is no further discussion on this report I will put the motion."

Report adopted.

#### TRADE AND INDUSTRY.

The report of the Trade and Industry Committee was then read by Mr. J. P. Murray, who moved its adoption, seconded by Mr. Darragh, of the Dominion Showcase Company.

#### REPORT OF THE COMMITTEE ON TRADE AND INDUSTRY.

When consideration is given to the time necessary for the general reorganization of the Association, as determined by the last annual meeting, it will be conceded that very large results have been accomplished by the different committees in the short time at their disposal.

Necessarily, the Executive Committee had to assume a considerable share of the work of some other committees.

It may be permitted to state that visits have been made by the secretary to London, Hamilton, Ottawa and Montreal, and in each city very good missionary work has been done, several members having been received. It is thought as members are more and more appreciating the splendid work being accomplished by the Association, they will be more ready to form branches in towns and cities, and with these branches give material aid to the main body. The great fire in Ottawa retarded the extension of the Association in that city, but it is hoped out of the fire will arise much better facilities for manufacturing, and, with them, a strong growth of influence in favor of the Association.

The aim of the committee is to facilitate manufacturers in acquiring information necessary for the development of export trade, and it is with pleasure we can state that direct communication has been opened with British Consuls in many countries, and from them very satisfactory letters have



been received, many promising to procure information in relation to imports, as asked for.

Representatives of large purchasing firms from Australia have visited the Association rooms, and many manufacturers have been enabled to open export accounts.

We are also able to report that Mr. Thos. Moffatt, of Cape Town, South Africa; Mr. Visholm, of Copenhagen, Denmark, and Mr. C. D. Davies, of Trinidad, West Indies, have been using the Association rooms, meeting manufacturers, and opened agencies in their different countries.

A special effort is being made to procure illustrated catalogues and others of firms doing business in other countries, thus giving the best kind of information as to what kind of articles are needed. Information as to packing, or special features in an article, is also being sought for, all of which will better enable our members to place their wares before buyers of other countries in the most acceptable way.

The amalgamation of the "Membership" with the "Trade and Industry" should facilitate the work of these committees.

Before closing the report it is deemed proper to make reference to this convention of manufacturers, which should wield such an influence in impressing on governments, transporters, merchants and municipalities that the manufacturing interests of this country are of such great importance to the progress of our country that all, or any, measures, which tend to bear on them, or restrict them, should be very carefully considered, and not adopted until submitted and reported on by the Association.

All of which is respectfully submitted.

T. A. RUSSELL,      JAS. P. MURRAY,  
Secretary.              Chairman.

The Chairman: "This is a very exhaustive report, and I am sure some of the members have something to say on it. This committee has to do with getting all the information possible in connection with the export trade. I am glad to say that Canadian manufacturers to-day do not consider that Canada alone is their market. They feel that they can compete with manufacturers of other countries in the foreign field, and the Association is alive to that fact, and this committee is doing all it can to provide information for manufacturers who wish to exploit foreign fields. The secretary is at all times at the service of any member desiring information in that direction. I think in the near future this branch of the Association will be found to be of great value to manufacturers generally. We would be glad to hear from any gentleman on the subject."

Mr. J. P. Murray: "Perhaps it might be interesting to the Association to know that within the last 10 days we have had in the Association rooms a gentleman from Auckland, New Zealand, who arrived with the intention of only spending two days

here, and only came here because his partner in that distant country was an old Canadian. He promised his partner that he would bring back a report of how old Toronto was. I refer to Mr. A. P. Ross. He has been there about 17 years; and simply to compliment his partner he came to Toronto. Our old secretary kindly introduced him to me last week. He was going to visit the United States and take back with him a great many agencies, but, as he has decided that they cannot improve on anything that is done in Canada, he is taking over agencies of all Canadian concerns other than fine papers." (Applause.)

Mr. P. W. Ellis: "I believe it is intended so to enlarge the scope of this committee that they will have the hotel registers watched, and parties simply passing through as tourists will be inquired from if they can be interested in our industries; and, further, the Association will do all it can to ascertain the financial standing of those who are thus canvassed—true, without responsibility, but we think we can inaugurate a system of obtaining information more speedy, and possibly more accurate than any individual member can devote the time to. This is a new departure, but very necessary when dealing with persons situated in other countries. The idea is to make this Association valuable from every possible point of view to its members."

The report was then received and adopted.

#### LOCAL BRANCHES.

Mr. John Bertram, of Dundas, moved, seconded by Mr. Birge, of The Canada Screw Co., Hamilton, the following resolution:

#### FORMATION OF LOCAL BRANCHES.

That the members of this Association in annual meeting assembled, recognizing the value of a large membership as the most effective means of carrying on the work of the Association in such a way as to render it of absolute value to every manufacturer in Canada, strongly urge that efforts be made to have the manufacturers in the different industrial centres in Canada organized into local branches, with a secretary, whose duty it shall be to keep closely in touch with the work being done at the head office, and, that, further, the members of the Association residing outside of Toronto hereby pledge themselves to do all in their power to have meetings convened in their respective cities and towns for the purpose of inducing manufacturers there residing to join and so form a strong local organization.

The Chairman: "I might say that Mr. Bertram is one of our past presidents, and we are very glad to see him here." (Applause.)

Mr. Bertram: "I thank you very much for your reception, and I am very glad to be here. In the town of Dundas we are very close to Hamilton, and I believe we could get a good branch organized there—

we have no doubt they would be willing to cooperate with us in furthering the Association."

Mr. Birge: "As a member from Hamilton, of which Toronto and Dundas are suburbs." (Laughter.) "I have much pleasure in seconding that resolution. The thought occurred to me that something of the kind might be carried out in Hamilton in connection with this organization the coming winter. What we need, it seems to me, is a largely increased membership. The report of the Membership Committee was certainly very comforting, and showed marked progress, and, although it may not be high-water mark, I think at least 2,000 of a membership might be reached. I hope that these local organizations will be formed, and, if formed, that the different centres will go into it enthusiastically and try and infuse some life into their own towns, thus bringing life to this."

Mr. R. Y. Ellis: "In reference to this matter, union is strength, we all recognize; the difficulty is how to unite the outside interests. The thing is to get every manufacturer in touch with us. How to get him is another matter. A man for various reasons might not want to become a member with us at once. We could put him on the roll at a dollar and keep in touch with him; that would be a strong factor.

"As to outside centres of manufacturing, there is no doubt that they could organize. It is a source of strength to themselves to unite and meet and talk over matters, because there is scarcely anything that affects one that does not affect all."

The Chairman: "I would like to hear from our members outside the city. I see Mr. Goldie, of Guelph, and Mr. Henderson, of Paris, I would like to hear from them."

#### QUESTION OF FEES.

Mr. Henderson: "It just occurred to me as this gentleman was speaking in regard to that fee of a dollar a year for associate members, if this association is not worth at the least \$10 a year, or \$15 or \$20 a year to be a member of it, it is not worth belonging to at all." (Great applause.)

"There is a great work for the Association to do. If we can get the manufacturers of the country interested, it is something we all need very much, and the amount of the fee is practically nothing at all, if the Association does something for it, and I think it would be a great mistake to make it as cheap as one dollar a year. I would rather see it raised five or ten dollars a year above its present price. We want work. We want the Association to do something.

"In regard to local associations, I think that would have to be divided up by a committee into something like districts. In small towns, such as the one I come from, we could not have more than three or four members, which is not enough, but we might go in with Brantford, Woodstock or London, so that having a number of members, they would be interested, and the



local association would have some weight, and be something, so that men in the different towns would aspire to be officers of the local association, and gradually work their way up to be officers of the head association. As I said before, I think this is a very important matter, and now it has been taken hold of, I hope it will be pushed through with earnestness and enthusiasm. There is certainly a great work for the Association to do."

Mr. R. Y. Ellis: "My friend, Mr. Henderson, must have misunderstood my views. I do not for a moment intimate that the fee for membership in the Association is large; I do not object to \$25. The point is how can we enlist all the members. I just threw out the idea of a dollar—not for active members, do not suppose I suggested they should join the Association for a dollar—but just as associate members. I would rather make it \$20 or \$25." (Applause.)

Mr. Anderson, Woodstock: "I think it is a good idea to have the outsiders brought into touch with this Association—either in groups, or in any way as long as you get them. Of course, I think the Toronto branch has the largest responsibility in this matter."

Mr. McNaught: "I do not want to speak too often. It is quite true that the principal work and responsibility is on the city of Toronto, but I think the outsiders ought to consider that we have been trying to get them actively interested in this Association, and to keep them posted in what has been going on. It is a great deal of work to keep the outsiders in touch with what is going on."

Mr. Geo. Booth: "Is the fee to be divided between the local organization and the main organization, in regard to the financial part of these local organizations?"

The Chairman: "Mr. Ballantyne, of Montreal, I see is here, I will call on him."

Mr. Ballantyne: "I have been very much interested, indeed, in what I have heard here this morning, and I think it would be a very good idea if you would establish a branch in Montreal. Probably you are not aware that we have a manufacturers' association there, though it is not very lively, nor nothing near as large as the Manufacturers' Association here. I think it would be a good idea if you could get the Montreal association to amalgamate with the parent association here. Montreal is the largest manufacturing centre in the Dominion of Canada, and I think this question only needs to be brought to the notice of the Montreal manufacturers, and they will be only too pleased to join. I was not aware of the value of this association until Mr. Thorn brought it to my notice a few months ago, and I at once saw the benefits of being a member, and joined on behalf of the firm. I made up my mind to endeavor to be with you to-day, as I

know it is of vital importance to all manufacturers of Toronto. My own firm is not confined to the Dominion, but we have branches in the United States, and are endeavoring to do an export business. I have got a lot of pointers this morning through the Association. I may be a little out of order, but I may not be here this afternoon, and I would like to make a strong plea that the next annual meeting take place in the city of Montreal." (Applause.) "You have given me a very hearty welcome, indeed, and I am sure if it was brought prominently before the Montreal manufacturers, that I can say, without boasting, that you could increase your membership by at least 100, and possibly a great deal more. I would like to see you make Montreal your next place of meeting." (Applause.)

The Chairman: "I will call on Mr. Madill, of Chicago."

Mr. Madill: "There are organizations of this kind throughout our entire State, with the very best results. There is only one way to accomplish a thing of this kind, and that is to have local organizations and unite with the parent stem. The great interests of the country largely demand action of this kind, and we have found it as beneficial in the United States as Mr. Ballantyne has found it in Montreal. I am simply passing through the city and was invited here to listen to the deliberations, and I thank you for your kindness."

The Chairman: "Mr. Ballantyne will notice on the programme under clause 22 comes choice of next place of meeting. I feel sure that if Montreal would like to have us there next year, the Association would be glad to go there. We would not, of course, like to go unless some of our Montreal friends assured us that we could have an enthusiastic meeting there and a good representation."

"I am glad to hear some of the members speak as they have done in reference to our annual fee. I have heard a good many manufacturers say that they thought the \$10 fee was too much and they wanted to know what we did with the money. I was over last spring to Boston and attended the American Association of Manufacturers there, through the kind invitation of their Executive, and I found their receipts for that year were in the neighborhood of \$75,000, and they spent very nearly the full amount, yet nobody there seemed to wonder where all the money had gone to. I think we could easily spend here, if we received it, \$10,000 or \$20,000 annually, and I believe the members would be satisfied that the money had been well spent."

"If there are no further remarks I will put the resolution. There is a good deal in that resolution, gentlemen; members from outside pledge themselves to do all they can for the local organizations."

The resolution was then formally adopted.

## RAILWAY QUESTION.

The Chairman of the Railway and Transportation Committee, Mr. J. M. Taylor, then read his report and moved its adoption, seconded by Mr. D. W. Karn, of Woodstock.

### REPORT OF RAILWAY AND TRANSPORTATION COMMITTEE.

Your Railway and Transportation Committee begs leave to report that, during the short half year in which it has been in office, some progress has been made in dealing with the question of freight rates and transportation matters in general.

On first taking office, your committee, realizing the necessity of having some reliable information upon which to proceed, prepared a circular letter which was despatched to all the leading manufacturers of Canada, asking for information on this important question. The answers received to this communication fully justified its having been sent. The result was that some 400 letters were received from manufacturers situated in every part of Canada and all conveying information of great practical value to your committee on this subject. The matters touched upon by these letters were:

1. General in nature, pointing out grievances that seemed to prevail in the principle of the administration of freight rates in Canada as a whole.
2. Specific grievances in relation to particular localities or particular trades.

Your committee has not been able to solve these questions as yet, but the grievances have been carefully looked into and are still preserved for future consideration by the committee of this Association, the reason being that the time was short and that matters of general interest in the transportation problem prevented the giving of the time to specific instances which needed investigation. The matters that have been dealt with by your committee are briefly as follows:

#### OWNER'S RISK.

1. The question of owner's risk. This much debated question was taken up by your committee with the railway companies and with the Government, and the position of affairs may be briefly stated as follows:

Some years ago the railway companies had inserted in their rules and regulations a clause requiring that all shippers of certain lines of goods delivering their products for transportation should be required to sign "owner's risk" upon their shipping bills, or else pay an additional freight rate of 50 per cent. This regulation, however, remained a dead letter on the classification of our railway companies until early in the present year, when a determined effort was made to enforce this regulation all along the line. The result was a protest from every large shipper in Canada, and your committee at once took up the question with the Govern-



ment. The feeling was that the railway companies were aiming at getting rid of all liability for damages to goods in transit; that this feeling of irresponsibility would promote carelessness in the handling of freight by the railway, and, finally, that the railways being common carriers, should, under the law, be responsible for the safe-keeping of articles consigned to their care until carried to their destination. Your committee urged on the law section of the Department of Railways and Canals that it should deliver an opinion as to how far railway companies could be under the Railway Act exempt from this liability. After numerous communications and personal interviews, the matter was at last taken up, and the answer given by the Department was, that this regulation could only relieve railway companies from liability, other than that caused by their own negligence. In other words, that the railway companies were still as responsible as ever for damage to goods when occasioned by the negligence of their employees. Just what this regulation "owner's risk" means to our shippers at the present time is hard to determine.

It would seem that under it the railway companies can claim no further exemption than they have enjoyed at any time. They are still responsible for damage done through their own negligence, and they never were, under any consideration, responsible for damage which was done through negligence on the part of the shipper. Whether, therefore, the signing of "owner's risk" on a shipping bill means anything to the shipper or not is a matter still hard to determine. But there is one other grievance in connection with this matter—the railway companies have not been enforcing this regulation with uniformity. At one place it is being enforced by one railway company and not by another, and at another place these conditions are reversed. It, certainly, is unfair and unjust to shippers situated in certain parts of the country.

As to what is to be done in this matter, is something you have to consider to-day. Further action is impossible, unless the manufacturers are willing, one and all, to stand together in their demand that the railway companies shall not be permitted to ask the shippers to sign their shipping bills in this way. Nothing but the most determined and concentrated action can be of value in this matter. It is absolutely useless for you to expect your committee of next year to thrash this matter out to a successful issue with the railway companies, unless they are backed strongly by every manufacturer and shipper in the country.

#### TRADERS' LIST.

2. The second matter which came up for consideration during the year relates as to what is known as the "Winnipeg Traders' List." Years ago, certain commercial bodies in Winnipeg secured a concession from the railway companies to the effect that a

differential rate should operate from Winnipeg to local points, in favor of houses situated in Winnipeg, and whose names were to be included on a certain list known as the "Winnipeg Traders' List." The idea was to build up a jobbing trade in that city. For some time succeeding the inauguration of this policy the forwarding companies were upon the "Traders' List," and, consequently, Eastern firms shipping in carloads and distributing in smaller bulk from Winnipeg, through the forwarding companies, enjoyed the same privileges as others upon the "Traders' List." During the present year, however, these forwarding companies have been excluded from this privilege, and the result is now that Eastern shippers, sending their goods in bulk to Winnipeg and distributing from there to local points, are required to pay a rate from 15 to 30 per cent. higher than shippers situated in Winnipeg. The justice of this regulation was questioned by some of our members, and was considered by your committee. However, it was not felt that there was sufficient information to hand to act in this matter, and it has been laid over for further discussion by our members.

#### OIL RATES.

3. The third subject which has been brought to the notice of your committee had relation to the oil tariff. As is known to everyone, the Standard Oil Company of the United States has secured the absolute monopoly and control of the whole Canadian product of kerosene and coal oil, and has been taking most stringent measures to prevent competition of any kind. So strong was this influence with the railway companies that special rates were enforced to insure it of this monopoly. Thus the rate from Sarnia to Montreal on oil was 23c. per 100 lb., whereas from the Suspension Bridge to Montreal, a distance much shorter, the rate was 35c. per 100 lb., because from this point there was competition for the Standard Oil Company. The injustice of this regulation was brought to the attention of the Government, and, after 18 months of fighting by one of our esteemed members, the Railway Committee of the Privy Council passed an Order-in-Council declaring that the railway companies should charge no higher rate from Suspension Bridge to Montreal than 23c. per 100 lb., and specified other rates in similar proportion. In spite of this Order-in-Council the railways continued to charge the same rate as before, in open defiance of the command of the Government. The matter was brought to the attention of your committee, and representations of the strongest kind were made to the Department at Ottawa. The reply was that the Government could do nothing. It had passed this Order-in-Council, and if a private party was being injured he had recourse to the courts to have the Order-in-Council enforced. In reply to this, your committee wrote, pointing out the absolute unfairness of such a position, as if a private litigant could undertake to fight

the two railway companies of Canada, backed by the Standard Oil Trust of the United States, in the law courts, without entailing an expense that would simply be ruinous. Whatever action was taken on this matter was not published, but the fact remains that within some two weeks from the date of this letter the railway companies abandoned the position they had hitherto taken in this matter, and reduced their rates to those required by the Order-in-Council.

#### FURNITURE CARS.

4. A matter urged upon your committee strongly is the question of freight in relation to furniture. Some 50 letters were received from manufacturers of furniture in different parts of Canada pointing out strongly how the present freight rates would operate injuriously to the development of the furniture trade of Canada, and prevent its proper development. The regulation required payment on a minimum freight rate of 14,000 lb. per car, and the testimony of these different writers was to the effect that only from 8,000 to 12,000 lb. could be packed in these cars. This matter has been taken up in earnest with the two railway companies, and is still pending consideration with them. To carry it further into effect requires the co-operation and support of every furniture manufacturer in Canada.

#### CLASSIFICATION.

5. Another general matter of complaint has been brought to the notice of your committee, as follows:

The railway companies decide upon some change in the regulations or classifications covering the transport of freight, bring these changes to the notice of the Governor-in-Council, who, of course, is not in a position to judge the effect which these will have upon the shippers of the country, and consequently ratifies them without always understanding their scope and significance. In order to remedy this, your committee has petitioned the Department of Railways and Canals, asking that, when changes of this nature are proposed, it shall be notified of the same, in order that it may present its side of the question to the consideration of the Governor-in-Council before assent be given. Could this change be brought about, it would mean a great advantage to the shippers of Canada, for at the present time they have no voice in the regulations which govern their shipments, and do not know of any changes which are made until it is too late to have them discussed and rectified. Should this proposal be carried into effect, intelligent discussion would be possible at a time when there would still be a possibility of having unjust regulations checked. It is hoped, therefore, that this will be granted by the Minister of Railways and Canals.

#### OTHER COMPLAINTS.

6. Finally, your committee begs to report that the other complaints of specific injustice to different classes of shippers are still in the hands of the committee for further action and that these will be carefully



studied, so that no hasty action will be taken thereon. Those complaints, then, which seem to have the best grounds for improvement, will be recommended by this committee for action by the railway companies, but, in order that these recommendations shall be carried into effect, it is necessary that all the shippers in the line affected shall be unanimous in pressing for the reform desired, and that they will lend their hearty co-operation and support in the work which the committee is doing.

#### CLAIMS.

7. Recommendation is also made that the new committee should take up the question of the settlement of claims by the railways. Usually, when a claim is made for goods lost in transit, or for overcharge in freights, very little satisfaction can be had from any of the various railway departments as to what has become of the claim for a matter of some six to 12 months. This matter is one that the Association should take up at a very early date.

In conclusion, therefore, your committee reports a year of beginnings in the study of the problem that is most important to the advancement of the manufacturing industries in Canada. Improvement in this matter must be slow and gradual, but it is only by working steadily, through an organization of this kind, that pressure can be brought to bear for reforms that are so necessary. Your committee would, therefore, ask for the officers who will assume this duty for the coming year, that the Association, individually and collectively, should lend their hearty co-operation and support to the working out of this problem.

All of which is respectfully submitted.

T. A. RUSSELL, JNO. M. TAYLOR,  
Secretary. Chairman.

The Chairman: "This is a valuable and interesting report, and we would be glad to hear from any members upon it. Perhaps some of you can speak from personal experience in connection with owner's risk, and also the furniture question."

Mr. D. W. Karn: "As to owner's risk I would like to make a few remarks. 'Owner's risk' used always to be written on the bill, but I always considered the railway company was liable. But last spring there was an effort made to have a certain paper signed that would have a tendency to relieve the railway company from all claims, no matter what damage might be done or what way it would be brought about. I would not sign it when it was brought to me. There were conditions upon it that if you did not sign it you would be charged double rates. I said 'Go ahead and charge your double rates, and see where we come out.' I don't think any railway company could go upon that principle. It was so worded that no matter what caused the damage or when it was brought about, you had no claim upon the railway company for anything. I refused

to sign it, and things have gone on in the past and I expect they will go on the same as in the past. Those they can get to sign it I suppose they will have them sign it. I do not think any reasonable person should sign it for a moment."

Mr. White, London: "In reference to the report of Mr. Taylor, on dealing with freight matters, I was a very much interested listener. I think this is one of the matters that should be brought up and worked on as hard as any by this Association. I am only a young member—in fact, I only joined in reality yesterday. I was present at the meeting in London when your Secretary was there trying to get the matter worked up to secure members, and I advocated then a local organization. But that is not part of this question. But in reference to owner's risk. When this was brought up first last spring, to avoid trouble, I instructed our shippers to mark 'owner's risk' on all bills. Understand, of course, that we ship threshing machines, traction engines, etc., all going on flat cars, we ship on nothing else. I marked them 'owner's risk.' We happened not to have any accidents, although they frequently happen with our goods. The blocking gets knocked off and goods get displaced on the cars and marked or broken. We had nothing of that this year to speak of. For the last two months half of our goods have gone out with 'owner's risk' not marked on the bills. There has been no difference in the charges. It was a matter of experiment with me. They said they were charging a percentage more if you did not have 'owner's risk' marked on the bill, and I found it made no difference, and I think it does not amount to a hill of beans. I hope this committee will continue along the same lines they have started on. There are lots of freights to be regulated so that inland towns will not be handicapped in favor of the larger cities. Why should we, in London, pay a 25-cent freight rate to Toronto, and get goods from Detroit for 14 or 16 cents, the same distance? There are a number of things along this line that should be taken up and discussed and brought before the Railway Committee.

"Although the Standard Oil Company is such a large concern, still I have been a large user of lubricating oils. At the present time I purchase better oils at a lower price than I did from the Standard Oil Company. I speak knowingly on the question, not knowing anything of the Standard Oil Company or their officers.

"In reference to classification. The new classification that came out last spring worked very unfavorably in our line of goods. They changed the classification entirely. Formerly, we had three classifications to ship under—it not only applied to our shippers, but to all shippers on flat cars. We have weights applying to different rates. Shipping goods from London to Ottawa that weigh 9,000 lb., we had to ship 20,000 to 25,000 lb. and pay 6th-class rate on

them where we used to have to pay 7th and 10th. I have taken this matter up thoroughly with the railway people, but have had no satisfaction from them outside of offering a second-class rate on a higher weight, which does not benefit us one cent.

"The taking up of these questions specifically for each trade, or each line of shipments, I think is going along the right way. I would be only too pleased to answer any questions I could to assist the committee, or in any way do anything I possibly can in this matter.

"In reference to claims. This last year I find it is simply useless to make a claim on the railway companies for damages—that is, on small shipments. You get a shipment of freight, pay the charges and make a claim. Later on, in three or four months, you get a large package with 'we respectfully decline' on it. If you refuse to pay your freight you do not get your goods; if you pay your freight and put in your claim, it ends up with 'We respectfully decline'—no matter what the cost is.

"I do not want to take up your time. Mr. Taylor seems to me to be the right man in the right place, and I hope you will keep him on that committee."

Mr. W. J. McMurtry: "I cannot agree with one part of the last speaker's address re owner's risk. I have refused during the past three years to sign the general agreement the railway companies send you for general clearance. I have discovered that until I did sign that agreement we were charged 50 per cent. more on all shipments. I was simply compelled to sign it. In addition to signing that, this year they compelled us to mark 'at owner's risk' on it. If we refused to sign it we were charged 50 per cent. advance. On all small claims they were finally returned, marked 'Respectfully decline.'"

Mr. White: "All concerns and all towns are not treated alike; one concern is treated different from another. It is the same all over the country."

Mr. Bird: "On the question of rates I would like to make a few remarks. About a year ago, when the prices of various commodities began advancing very rapidly, and the season of prosperity set in, it was very right and proper that they should share in it. They have not been quite as prompt in reducing them as they were in advancing them. In some branches of manufacture, the prices have gone down very sharply, and they are likely to go lower before many months go round. It seems to me that it is mutually interesting for railway companies, as well as manufacturers, that these rates should be lowered again, because of the fact that, in some of these lines I mention, competition comes very sharply from the United States. The point was raised by Mr. White, of London, that there was a difference of rates between London, Toronto and Detroit. Supposing the rate was 18c. from Pittsburgh or Cleveland to Toronto or



Hamilton, the rate would be the same on the manufactured product as it is on the raw material right through to Windsor, Stratford, London, Brantford, and any of the small towns through the line just the same. This is a matter we feel sore about, yet I do not see any remedy for it. But I do think that some action should now be taken by manufacturers for a reduction again of the higher rates that prevail at present. I would like to ask Mr. Taylor if that matter has been touched."

Mr. Taylor: "The matter has been taken up by the committee, and we gathered material all over the United States, so as to compare with our own, and we find the rates are not consistent. We find where manufacturers do something, they are able to get preferential rates. We can send a carload of iron from Pittsburgh to Victoria, B.C., for 50c. per 300 lb., and to Toronto for 43c. I went to Mr. Shaughnessy and asked him how it was, and he said 'You have the duty in your favor.'" (Laughter.)

Mr. P. W. Ellis: "Without being very much interested personally in the question, I was very much amazed in attending the meeting of the Transportation Committee to learn of its great importance to the interests of the country. I was very much impressed with the immense amount of matter that that committee had to wade through in order to tackle this question from its various and many sides. It seems to me this transportation question means either the success or failure of many businesses. The railway companies truly control economic destinies in this country; they are absolute monarchs. From the few remarks we have heard, it seems impossible to get redress. What is a manufacturer to do if he finds himself located in a quarter where he cannot ship his goods to their destination to compete with other manufacturers? We heard Mr. Taylor say a moment ago that the railway companies actually do not hesitate to say that in arranging for those rates they consider the protective tariff, and rather than our manufacturers should obtain that protection that has been granted them, the railways come and reach out their hands and take it to themselves. I heard it in those committee meetings frequently remarked that customers on the Pacific Coast, at Victoria and Vancouver and other points, stated that they could purchase their goods in the United States and pay the duty cheaper than they could purchase them in Eastern Canada and pay the freight—that is, the difference between the rate of freight, between what was charged in Canada and what was charged in the United States, enabled the American exporter to place his price at such a figure that a buyer on the Pacific Coast in Canada could, with advantage to himself, pay, in preference to dealing with Canadian houses. We realize that the C. P. R. was built there for the express purpose that we should consolidate

our Provinces and increase the interprovincial trade, and it is a lamentable thing if we are not going to be able to take advantage of that splendid trade there by reason of the large rates we have to pay. I thought it seemed so impossible, it seemed so unreasonable, to one who had not run against it to any great extent, that I would make some inquiries, and I wrote to a firm in Buffalo as to their rate per 100 lb. to Vancouver; they replied \$2.65; I asked the C. P. R. their price and they said \$3.16—fully 25 per cent. more. How can business be carried on under such circumstances?

"Again, we find that there is a special list, a special rate, for dealers located in Winnipeg. Looking at it casually, that does not seem to be just. Our Provinces of Ontario and Quebec, which are the principal manufacturing Provinces in this Dominion, are discriminated against, and yet we have been very large contributors to the construction of that railway. We have no objection to the Winnipeg merchants getting the most favorable rates they can, but we have a decided objection to our manufacturers in Eastern Canada being subject to that discrimination. The matter has been repeated again and again, that conditions are becoming such that, really, we will have to consider that the railways are the rulers of our country, instead of our Government. Does not that lead us to say that any expenditure that our Government will make upon the canals of this country will be enthusiastically supported by members of our Association?" (Applause.) "Our canals are free. Any one of us can go and place our ship on the waterways, and they are as free as the air we breathe; but, in the case of railways, they have exclusive control. They have us, apparently, by the throats; they can charge as they please; they can do justice as they will. For us to obtain justice and those rebates that have been placed so prominently before you is a matter of such long delay, and is so tiresome, that we simply give them up in disgust. That is the reason for the delay—they believe they will tire us out. They have all to say, and, apparently, we have no rights; we give them the right to run; we give them control of a monopoly, and, after having done that, we are powerless. The Government supplies the money to build the canals—it comes from our taxes; the canals are built at cost, only paying 2½ to 3 per cent., perhaps, upon the actual cost of construction; but on railways, being to our inland towns, where we cannot hope to have canals, we find they have to pay dividends upon fictitious stock, upon heavy promotion charges, and so on, and our manufacturers are suffering. They are not getting the advantages they are entitled to and that they have a right to expect, because they have to pay prices out of all reason compared with the services performed. Consequently, I think I am justified in stating that we should memorialize the Government, and say that any expenditure

they will make in improving the waterways of this country, that are free to us all, and relieve us from that class of monopolistic oppressors, we shall support to the best of our ability.

"Under the able chairmanship of Mr. Taylor, who has devoted an immense amount of time to this subject, this committee will have something interesting to report, and we have confidence that some grievances, at least, may be rectified." (Great applause.)

The report was then unanimously adopted.

At 1.15 p. m. meeting adjourned till 2.30, the chairman announcing that in 15 minutes a complimentary luncheon would be provided for all present; in the meantime, any who so desired would be taken by the elevators to the roof for a view of the city.

#### LUNCHEON.

Luncheon was then provided in the assembly hall, the manufacturers arranging themselves, as far as possible, at tables, so that those in the same line of trade were grouped together. One hundred and fifty-six sat down at this luncheon.

#### AFTERNOON SESSION.

The convention resumed at 2.30 p. m.

The Chairman: "While we are waiting for the rest of the members to come in you will notice that there are two resolutions following the report of the Railway and Transportation Committee on the programme. No. 15 is a resolution re owner's risk, which we discussed this morning. If any of you like to move a resolution on that question it would be in order now. If you think the report has dealt sufficiently with that we will pass it over. Item 16 is a resolution re 'Winnipeg Traders' List.' I think the idea is to pass that also. We discussed the matter in meeting this morning. That finishes up the business of the morning session.

#### COMMERCIAL INTELLIGENCE.

"We will now take up the report of the Committee on Commercial Intelligence. Mr. S. M. Wickett was to have read this report, but he is not present. I think, perhaps, we had better call on the Secretary to read it."

The Secretary: "I might say, Mr. President and gentlemen, that the point raised at one of our Executive meetings was that our Government returns as then prepared were very inadequate and did not furnish the information our members wanted when they referred to them, consequently, a special committee was appointed to deal with these matters." (Reads report.)

Mr. Booth then moved its adoption, seconded by Mr. Murray.



the buyer is interested. This matter is one which might be carried out to great advantage by our members next year, and that with a very slight proportionate expense.

In conclusion, your secretary desires to thank the Association for the honor conferred upon him in selecting him for a position of such weight and importance in relation to the manufacturing industry of Canada, and to assure you that he has found his work of the utmost interest in the working out of those questions that are of interest to the manufacturing industries of this country.

T. A. RUSSELL,  
Secretary.

The report was then unanimously received and adopted.

The treasurer, Mr. Geo. Booth, was then called on for his report.

### TREASURER'S REPORT.

To the Members of the Canadian Manufacturers' Association.

Gentlemen,—It is with much gratification that I am enabled to submit to the Association, this, the most satisfactory financial statement that has fallen to my lot to prepare, during the many years of my office as treasurer. It not only indicates a healthy and prosperous state of trade among our manufacturers, but can be taken as an assurance of confidence and approval of the reorganization of the Association. It has been a pleasure to me to officiate with my fellow officers, who I am sure from the President down must be more than satisfied with the success of their efforts.

The securing of the services of our worthy secretary, Mr. T. A. Russell, has proved the wisdom of your judgment in selecting him for the position from among the many applicants for the office, notwithstanding they were all men of a very high-class character and ability.

The membership for the year ending July 31, 1900, is more than double that of the previous one ending January 31, 1899, and the receipts therefrom placed us in ample funds to meet all the requirements for the year and leave a balance in the bank to our credit of \$630.99.

The furnishings of the offices of the Association, although incurring a considerable outlay, have been managed by your Furnishing Committee, who have displayed very much taste and economy in the selection and arrangements of the fittings.

I am pleased to chronicle the fact that the banquet in the early part of the year was a financial success, inasmuch as it entailed no expense upon the Association—and, to the surprise of your treasurer, a small balance was handed to him as a surplus after the secretary had paid all the liabilities.

The Trade Index or directory issued by your Association was a much greater success financially, and will doubtless prove of

great benefit to the Association and to those members who patronized it as an advertising medium. The secretary is especially to be commended for his energy and perseverance in prosecuting this undertaking and to him its success is chiefly attributed. I submit herewith a statement of receipts and disbursements on this account to date, showing a balance to the credit side of \$85.10, and when the final settlement is made, it is estimated that there will be a surplus of about \$100.

The changing of the date which terminates our fiscal year to August 1, rendered it expedient and necessary for the proper keeping of the accounts, and in order to comply with the by-law, that the membership fees be all paid up to that date. I therefore recommend that action be taken forthwith and that members be notified and requested to remit the amount for the fraction of the year which they may be liable, in order that their dues may be paid up to August 1, 1901.

Respectfully submitted,

GEO. BOOTH,

Toronto, August, 1900. Treasurer.

### TREASURER'S ANNUAL STATEMENT.

Ending 31st July, 1900.

#### Receipts.

Cash on hand, Jan. 1st, 1900.....	\$ 9 53
Fees for 1900.....	2,750 00
Fees for 1901.....	10 00
Trade Index.....	590 50
Balance from Banquet.....	25
	<hr/>
	\$3,360 28

#### Disbursements.

Expense.....	\$292 17
Printing, stationery, etc.....	571 18
Salary, etc.....	570 00
Furnishing account.....	518 54
Postage.....	164 00
Rent.....	108 00
Trade Index.....	505 40
Balance.....	630 99
	<hr/>
	\$3,360 28

Signed,

GEO. BOOTH, Treasurer.

### AUDITOR'S REPORT.

Toronto, 25th August, 1900.

To the President and Executive of The Canadian Manufacturers' Association, City.

Dear Sirs,—We have pleasure in stating that we have audited the books of the Secretary and Treasurer of the Association for the past year, including all the vouchers, and find them entirely correct, and have pleasure in certifying to the balance sheet as presented.

Yours, respectfully,

JOHN M. TAYLOR,

GEORGE EVANS,

Auditors.

The report and statement of the Treasurer were then formally adopted.

### IMPERIAL INSTITUTE.

The resolution re Imperial Institute was then spoken to by Mr. A. W. Thomas, of the Copp, Clark Co., Limited. He said: "Mr. President and Gentlemen,—My fellow delegate, Mr. Morang, in his report this morning, has pretty well covered the work of the Chambers of Commerce, but, when I was in the Old Country, I spent a little while at the Imperial Institute, and, therefore, wish to make these few remarks in that connection:

"The Imperial Institute, London, was founded in 1887, as a national memorial of the Queen's Jubilee. It is a very large and handsome building, situated immediately north of the South Kensington Museum. The front of the main building is 600 feet long, and there are towers at each end 280 feet high. It was intended as a centre or rallying point for Indian and Colonial interests. Part of the building is now used by the University of London, but the larger part is given up to a permanent exhibition of Indian and Colonial products and manufactures. There are also reading-rooms, where all the principal papers of the colonies are kept on file, reception rooms, and rooms for holding important gatherings. The room allotted to Canada is particularly fine. The woodwork and walls are decorated with Canadian emblems, and the room altogether is one of which we may well feel proud. In the upper rooms there are laboratories equipped with every appliance for making analyses of vegetable or mineral products, with a permanent staff of chemists in charge. Much valuable work has been done in these rooms, and they were just about to undertake, at the request of the Canadian Government, an investigation of the common sumach tree to see if any commercial use could be found for it.

"The principal rooms in the lower storeys are devoted to the permanent exhibition, and it is in this department that Canada does not shine. I think it is safe to say that of all the colonies Canada has the poorest exhibition, particularly in manufactured goods. I suppose our manufacturers in past years have thought the British market beyond their reach, but no visitor to England can fail to be struck with the fact that in many respects the British citizen is behind the Canadian in many points of manufactured goods. To any manufacturer who desires to enter the British market, this exhibition at the Imperial Institute offers a fine opportunity. There are about 60,000 visitors pass through its galleries every year, and, if the exhibits were more attractive, this number might be largely increased. There is no charge made for space in the institute, nor for taking care of the exhibits. Mr. Harrison Watson, who is the curator of the Canadian section, is in attendance every day, and is always willing to answer inquiries about the exhibits, to distribute catalogues and price lists, and generally to do all in his power to further the interests of Canadians. His position, of course, prevents him from acting as a sell-



ing agent, but he can put intending buyers in connection with manufacturers, and in many ways advance their interests.

"Believing that the indifference that has been shown in the past towards the Imperial Institute has been largely owing to lack of knowledge, it was thought advisable by the Executive Committee to bring the matter up at this annual meeting in the shape of a resolution."

The speaker then moved the following resolution, seconded by Mr. F. B. Fetherstonhaugh, and it was unanimously adopted:

Whereas: The permanent exhibition of manufactures and products of the Empire in the Imperial Institute, London, offers a fine opportunity to Canadian manufacturers who desire to bring their products before the people of Great Britain;

And, whereas: The exhibition of the products and manufactures of Canada in the Institute is poor and incomplete;

And, whereas: It is desirable that some concerted action should be taken to remedy this state of affairs, it is, therefore, resolved:

That the Dominion Government be respectfully requested to appoint some official or Department, whose duty it shall be to obtain and distribute information relating to this exhibition; to receive exhibits from Canadian manufacturers, and to transmit them to the Imperial Institute, London.

Moved by Mr. A. W. Thomas, seconded by Mr. McNaught: That Mr. Harrison Watson, of London, England, be elected an honorary member of The Canadian Manufacturers' Association, and that the thanks of the Association be tendered to Mr. Watson for distributing The Trade Index and in other ways representing the Association in Great Britain.

The Chairman: "I might just say that, as Mr. Harrison Watson has made himself particularly valuable to this Association, I have great pleasure in putting this resolution."—Carried.

#### FOREIGN TRADE.

Resolution re Foreign Trade was then read by Mr. Thomas Roden.

#### FOREIGN TRADE.

That in the opinion of this Association the promotion of foreign trade is one of the most useful spheres of work to which the Association can devote itself, as the increase of trade thereby secured, not only benefits those whose products are actually sold, but, by leading to increased consumption all along the line, stimulates production in every other industry. And that, therefore, the Executive be instructed to make the procuring of information about foreign countries, their wants, and the ways of supplying them, one of the features of the work of the Association, and that it follow the policy already inaugurated of having special correspondents in as many foreign fields as possible.

Mr. Roden: "I am satisfied, after having seen the magnificent facilities for doing trade in Great Britain, after the pictures of the Manchester Canal, that this resolution will be heartily endorsed. I feel satisfied that we do not recognize the enormity of the trade effected by that canal. As the gentleman said, it effected \$5,000,000. I was reading a small cutting in a paper the other day and I saw that Canada stood fifth in the shipping trade in the world. The earnings of the shipping trade of Great Britain were about \$260,000,000. Germany came next with \$40,000,000. Norway came next with \$25,000,000. France came next with \$24,000,000. Canada next with \$15,500,000, and the United States came next with \$14,500,000. It was gratifying to think that we, who are so much smaller than the Americans, should stand \$1,000,000 better. I move the adoption of the resolution."

Mr. Fetherstonhaugh: "I would suggest that the resolution be corrected to read, 'British and Foreign Trade.'" (Correction made with mover's permission.) Mr. W. K. George then seconded the resolution.

Mr. P. W. Ellis: "This Association, I am glad to find from the secretary's report, intends to devote itself very earnestly to getting additional markets for our manufactures. Our great North West is an additional market we have received in a comparatively recent period. You cannot converse with a manufacturer or a wholesale merchant in eastern Canada to-day who will not tell you that the most encouraging mail he receives is from our North West, even with the disabilities of freight charges. This mail is always a fat one. It always brings business. In the city of Toronto it would be an interesting sight to those who have not thought of that great market to go to our General Post Office at about four o'clock in the afternoon and notice the mail carriers starting off in different directions with the North West mail. And you might pursue that investigation further and go down to our manufacturers' offices, and our wholesalers' offices, and observe how they have cleared their desks to receive that mail, which, within the district—I might say within ten minutes' walk of the Post Office—is almost to the minute distributed at half-past four every day. If we can add some more North West's to eastern Canada's market we can expect our industrial progress to march on even more rapidly.

"What does the increase of our foreign markets and the number of people we require to employ to supply those markets mean? It means the keeping of our Canadian young men in Canada. I believe I am justified in saying that you will all agree with me that every young man we can keep from leaving Canada is worth ten times more to us than any foreign man we can import into Canada.

I might just add, following up our President's remarks, which were so pertinent with regard to the South-African War, leaving aside the sentimental point of view, we have, by sending our young men there, obtained one of the grandest advertisements we could have got. We did not do it with that object—it would be an unworthy object—but still it remains for every manufacturer to take advantage of that opportunity before it becomes past history.

The Chairman: "In connection with this resolution, I have received a very interesting letter from the representative of E. & S. Currie, manufacturers of neckwear in Toronto. Unfortunately, he could not attend the meeting. This gentleman has just returned from a trip to China, after placing their goods in that market, and he describes here what he found. Perhaps some of you would like to read it." (After discussion, it was decided to publish this letter in The Bulletin.)

The resolution was then unanimously adopted.

#### TRADE INDEX.

Resolution re Trade Index was next read by Mr. G. P. Brecken, who, in moving its adoption, said: "I don't know that this resolution calls for commendation from me, for I think it is so universally acceded that the first efforts have been so gratifying that it only needs to be published and distributed to be of very great advantage to us.

That this Association, in annual meeting assembled, strongly recommend its Executive Committee to issue a new directory of its membership, with adequate classifications, and printed in different languages, in order that the same may be available for distribution to all foreign countries interested in the purchase of Canadian products.

Resolution was then seconded by Mr. J. M. Taylor and carried.

#### BUFFALO EXPOSITION.

Resolution re Buffalo Exposition was read by Mr. J. O. Thorn with remarks on same, after which he moved its adoption, seconded by Mr. D. W. Karn and it was duly carried. This resolution was as follows:

#### BUFFALO EXPOSITION.

Whereas: Arrangements have been made for the holding of a large and representative Exhibition of American products at Buffalo next year;

And, whereas: The majority of Canadian manufacturers cannot find it to their advantage to exhibit in a country whose tariff regulations practically prohibit the importation of our products;

Be it resolved: That it is nevertheless necessary that our manufacturers should be represented at this Exhibition in some way, so that the attention of visiting buyers from foreign countries may be directed to Canada;

And be it further resolved: That this Association recommend its Executive Committee to devise some plan by which the Association could have a representative at



the Pan-American Exposition who would have a library of catalogues of our manufacturers, and endeavor to induce as many foreign visitors as possible to come to Canada and meet with our manufacturers here.

#### GLASGOW EXPOSITION.

Resolution re Glasgow Exposition was read by Mr. Andrew Gunn, with remarks upon same, and he then moved its adoption, seconded by Mr. J. P. Murray.

The resolution was as follows :

#### GLASGOW EXPOSITION.

Whereas : Arrangements are being completed for the holding of an International Exposition at Glasgow next year ;

And whereas : Space available for exhibits at this Exposition is very limited, and, consequently, no adequate exhibit of our manufactured products can be arranged for ;

Be it resolved : That it is in the interest of the manufacturers of Canada that a collective exhibit should be arranged for under the auspices of this Association, by which our manufacturers would be able to have the samples of their manufactures exhibited and also catalogues, etc., distributed to those interested in the purchase of their products.

The Chairman : "This is an important resolution, if acted upon. I think if we could have something of this kind carried out it would be of great benefit."

Resolution then carried.

Mr. Russell : "Since it was announced that the Government of Canada was going to aid this Exposition, I wrote for particulars as to what space would be available for manufacturers. I had a letter from the Hon. Minister of Agriculture in which he states the space available there is very limited, much more limited than at the Paris Exposition—I believe not quite half as much space. I have also seen Mr. Murray, the Canadian Government representative at Glasgow, and he says this cannot be avoided, that there is only one hundred acres of space available for the Exposition, and the Canadian Government has all the space they can get, which is less than half of what they have at Paris. So that it is necessary to economize as much as possible. He thinks little save food products could be exhibited, but, if we could do it in this collective way, possibly we could attain the object desired."

Mr. Henry Bird, Bracebridge : "I have long been an Imperial Federationist; I am proud that I am a citizen of the British Empire; I believe in furthering its interests by every possible means that is not detrimental to local interests.

"Now is the time that national feeling is stirred up—John Bull cannot be driven, but he can be led, and he will follow with commerce the brother who has fought by his side." (Applause.) Reads the following resolution.

#### IMPERIAL TRADE RELATIONS.

Whereas : At the present time proposals are being made looking to the possibility of drawing into closer union the various parts of Her Majesty's domains and strengthening the ties of love and friendship by the addition of advantageous commercial bonds within the Empire ;

Be it resolved : That this Association places itself on record as being heartily in favor of reciprocal preferential trade between Canada and other parts of the British Empire with which arrangements can be effected to their mutual benefit, and by means of which each would receive substantial advantages in trade as the result of its national relationship ;

And be it further resolved : That in the opinion of this Association, the first step towards the inauguration of such a policy must be brought about by the adoption of a policy by the colonies themselves on which all can unite ;

And be it further resolved : That, as the present time is a particularly opportune one for the discussion of such a policy in Australia and South Africa, the Government of the Dominion of Canada be, therefore, urged to take such steps as may be possible to have the sister colonies consider the adoption of the principle of preferential trade within the Empire.

"I might just add that we are sometimes accused of making all the advantages, that Great Britain has done nothing for us. Are we not defended by her navy? Have we not that magnificent commercial advantage in every ramification of the world? Is that nothing? Has not England done that for us for years, and why should we begrudge to do a little? I believe England will continue to give to us such advantages in her commerce as she can fairly do." (Applause.)

The resolution was then adopted on Mr. Bird's motion, Mr. W. J. McMurtry seconding.

At the Chairman's suggestion, "God Save the Queen" was sung.

#### WHY NOT PATRONIZE HOME INDUSTRIES?

Resolution re patronizing of home industries was then called for.

Mr. J. O. Thorn : "It is not my intention to move a resolution. I must read a letter I have, dated August 21 :

"The Monetary Times,—

"Sir,—In reply to yours of August 30, suggesting that we should advertise in The Monetary Times, we would say that so long as our Canadian banking institutions prefer to patronize American manufactories for their office fittings, there can be no encouragement to us to advertise our products. Take for instance : The writer called upon the general manager of one of our banks, whose head office is in Toronto, with reference to the fittings required for one of its branches in a small country town,

and was brusquely informed that 'we do not want any Canadian work.'

"As we considered this rather a severe reflection upon Canadian skill and enterprise, we took occasion to write that gentleman as follows : 'Dear Sir,—We propose to make the metal grille work required for your — branch, to the drawings submitted to us this morning, to complete the same and fit it in position. We will then allow you to name any five reputable architects in Canada to whom the work will be submitted for comparison with any American work of equal value. If, in the opinion of the said architects, our work is not equal, both as to quality and finish, we will agree either to allow the work to remain in your branch without charge, or will remove it at our own expense. In the event of the latter choice, we will allow you ample time to replace the work from any foreign source you may desire.'

"As our offer has not been accepted, we naturally conclude that the brains and mechanical skill of Canadians are not equal to the task of producing \$75 worth of work required to embellish the office of a branch bank in a comparatively obscure country town. You are at liberty to make whatever use you may think fit of this communication, but in view of the prevailing sentiment on the part of the officials of banking and financial institutions, as against our Canadian manufacturing concerns, there can be little progress or encouragement for us to expend money in advertising our business. Yours, very truly,

"THE GEO. B. MEADOWS,

"Wire, Iron and Brass Works Co., Limited.

"Toronto, August 10, 1900."

The Chairman : "I am glad to say there is less of that feeling that we cannot turn out as good work in Canada as can be procured in other places, than there formerly was."

#### COMMERCIAL MUSEUM NOT APPROVED.

Resolution re commercial museum was then read by Mr. F. B. Fetherstonhaugh as follows :

Whereas : Canada has now attained to such proportions as a producing and manufacturing country that her products in many lines are now seeking a place in the markets of the world.

And whereas : The enormous distances which separate the different sections of our country render it exceedingly difficult for a foreign purchaser to obtain an adequate idea as to our resources within a reasonable time.

Be it resolved : That in the opinion of this Association this difficulty would be largely removed by the establishment of some large commercial museum, or museums where the products of the country could be collectively exhibited.

And be it therefore resolved : That the Minister of Trade and Commerce be urged



to take this matter into consideration at a very early date.

He said: "A great number of people pass through here from the Orient and from the Orient to Europe. If such a museum could be established, it would be of very great advantage to our manufacturers. Also, people in the summer time from the other side come over to a large extent. The museum would serve to advertise our products in this country that are better produced here than in the United States, for instance, our cheese and butter manufactures. Of course, cheese could not be exhibited continually, but they could be placed on from time to time, and other manufactures that are not produced so largely—for instance, the lumber industry might advantageously exhibit. I have much pleasure in moving this resolution, seconded by Mr. Roden."

Mr. F. B. Hayes: "It appears to me that a commercial museum, such as would be of great advantage to the manufacturer of Canada, would be rather on the lines of showing us what is manufactured in other countries. They have such a museum in Philadelphia. You can go there and in almost any class of manufacturing industries you can see specimens of what are produced in most countries. For instance, in hardware, you will see hammers and locks that are manufactured in China—products from almost any country you like to name—together with the prices paid for them, both wholesale and retail. In textiles you see the same thing. The manufacturer, therefore, can find out exactly what he has got to compete against. This museum was started at the time of the Centennial Exposition. The Government bought all the foreign exhibits and started a museum, and it has greatly increased to a most important museum, and the manufacturers are very much helped. I would say that if we are asking Government assistance in any way it would be more important for us to go along the lines of showing foreign products here in connection with the Manufacturers' Association."

Mr. W. K. McNaught: "I think the goods in a museum of this kind would become obsolete in a few days, and a laughing stock, something like the one over in London. I am opposed to this resolution."

Mr. Fetherstonhaugh: "The resolution does not seem to be quite clear, and I will withdraw it."

The Chairman: "With the permission of the mover and seconder I withdraw the resolution."

#### HIGHER EDUCATION.

Mr. P. W. Ellis: "In order to have an expression of opinion or endorsement, we have prepared a resolution entitled 'Industry and Higher Education.' We have come to that view believing that our educational system should have some bearing upon our industrial requirements. The feature of the present advancement of in-

dustries is the increasing application of scientific knowledge to the wants of practical life. And, aside from the technical schools, your executive thought it would be very desirable if we can think of some way how to interest the undergraduates and graduates of our universities, to get them, with their theoretical knowledge and theoretical investigations, as closely in touch as we can with our practical requirements. We believe that if we took an interest in the studies of our universities that we might perhaps in some way suggest subjects, offer prizes, and try and direct their line of thought in some channel that will be of practical value afterwards to themselves and of very great practical value to us. I have pleasure in moving the resolution, which reads in this manner:

#### INDUSTRY AND HIGHER EDUCATION.

That the members of this Association in annual meeting assembled, recognizing the intrinsic value of a thorough system of higher education as one of the most effective means of fostering and developing that culture and intellectual power that are so essential to a nation's true advancement, nevertheless deplores the tendency at the present time of this higher education to fit men only for the so-called learned professions; and that it places itself on record as being strongly of the opinion that nothing can conduce more to the country's advancement and welfare than the bringing into closer touch of the graduates of our universities with industry and commerce, and, that, therefore, the executive of this Association be instructed to work out some plan of interesting our students of higher education more and more in the development of the natural resources of our country.

Mr. D. W. Karn: "I have great pleasure in seconding that resolution. I believe we are educating our young men for the United States—they are going on the other side."

Mr. J. P. Murray: "I might just mention one instance, showing where we are educating too much one way. A short time ago there were two vacancies on the Collegiate Institute Board; there were 60 applications, all B.A.'s, for the positions; but if we wanted a dyer in our factory to-morrow we could not get one."

Mr. P. W. Ellis: "We even went so far as to discuss how we might have sitting on our Executive Committee some person selected by the university from among the graduates, in order that they might be brought into close touch with the practical business interests of the country. We have one of the best illustrations of bringing a man directly into our midst before he is spoiled, as it were—in our secretary, a B.A. of Toronto University. He has had his eyes opened during this seven months of friction with practical business men."

Mr. McNaught: "I think the word 'Industry' put before the words 'Higher Education' will fill the bill."

Mr. P. W. Ellis: "We felt if we could in some way, by offering a prize or otherwise,

interest the graduates who have the time and who are investigating to investigate along practical lines that would be of some value to us that we would be accomplishing a good work and starting them on lines that would be of some value."

The resolution was then formally adopted.

#### INDUSTRIAL EXHIBITION.

The Chairman: "The next item is 'New Business.'"

Mr. J. P. Murray: "I have a resolution to propose, moved by myself, seconded by Mr. W. K. McNaught."

Whereas: Fully appreciating that the holding of the Pan-American Exposition at Buffalo next year will give a great opportunity of bringing before a very large number of visitors the capabilities and resources of the Dominion of Canada;

And further: Recognizing that in no other way can this object be so thoroughly and effectively accomplished than by availing ourselves of the great facilities offered by the Toronto Industrial Exhibition.

Therefore be it resolved: That this Association desire to urge upon the Government as strongly as possible the necessity of taking advantage of this unprecedented opportunity. To do this in the most advantageous way, it is urged that a sum of not less than \$100,000 be granted by the Dominion Government in aid of such a Dominion Exhibition at Toronto in 1901, to be expended in advertising and defraying freight charges and prizes on exhibits to and from Toronto from different parts of the Dominion;

It is further resolved: To request the Government, that as a Government exhibit is usually made at all large Exhibitions, that they will consider the advisability of making a large exhibit at the Toronto Industrial Fair in 1901, instead of at the Pan-American Exposition at Buffalo.

The Chairman: "This is only confirming a resolution passed at the last annual meeting. We, as you know, in accordance with the resolution then, went to Ottawa and urged upon the Government to adopt this course. They declined to do so at that time. Of course if they make a grant next year—if the session of Parliament would meet earlier in the year, a grant then would answer the purpose almost as well."

The resolution then carried.

#### CHANGES IN THE CONSTITUTION.

The Chairman: "Is there any other new business to be brought before the Association or any remarks any gentleman wishes to make? If not, we will take up 'changes in the constitution.'"

Mr. J. P. Murray: "The first notice of motion to to change the fiscal year was not put there with a serious intent of making a change, but, as we made the change to August and it was a sort of experiment to know how it was going to meet the convenience of the various members of the Association, we thought it might



be as well to give them an opportunity of expressing themselves as to whether they really required that change or not. If we had not given the notice of it, then there would be no opportunity of getting the expression of the Association as to whether they would prefer to have the meeting at this time of the year or in January. The question came up two or three times among the Executive as to whether this was the best time, and so as to let the Association settle the question, finally, we thought it would be better to bring it in this way. When the change was made before, the general impression was that at this time there are always cheap rates to Toronto in connection with the Exhibition, and when a man has to come a long distance, it is going to be a question of how far he is going to spend his money on it. As a rule, he can get cheap rates to Toronto or almost anywhere at this time of year, there are lots of cheap excursions in the summer which are not to be had in the winter and it is very easy to arrange even if a meeting is to be held in Montreal, Halifax or Toronto. People having a little bit of a holiday have more chance to get away from their business. That was one of the reasons why the change was suggested."

Mr. J. O. Thorn: "There are eight weeks within which the meeting may be held; we are not compelled to have the meeting on the same date always."

The Chairman: "The general opinion seems to be not to have a change."

"The other changes in the constitution, of which notice of motion was given, were adopted on motion of J. O. Thorn, seconded by J. P. Murray."

#### NEXT PLACE OF MEETING.

"The next is the choice of next place of meeting."

Mr. P. W. Ellis: "I move that it be left to the Executive Committee to select the place of meeting for next year. My object in making this motion after the kind invitation of Mr. Ballantyne to go to Montreal is simply to give the Montreal members an opportunity to discuss among themselves as to whether they would like to have the meeting there. During the next, say, 10 months, we hope to enroll a very large membership in Montreal. The feeling of the Executive at present is that we would like to hold it there. We cannot think our Association can be as successful as it should be unless we have the membership of the largest city in the Dominion; at the same time it would be very embarrassing to our Executive Committee if that point were settled like the laws of the Medes and Persians that we must go to Montreal if their Association were not willing to amalgamate with us, or if we were not to be successful in obtaining a large representation of the Montreal manufacturers as members of our Association. I rather think it would be the wisest course for us to place it in the hands of the Executive to act in the best interests of the Association."

This was seconded by Mr. D. W. Karn, and carried.

#### ELECTION OF OFFICERS.

The Chairman: "The next is the election of officers and committees. As you know, by the Constitution, officers have to be nominated for a certain period before the annual meeting; those nominees have to in writing say whether they will accept or not the office if they are elected. There has only been one nominee for the position of President, Mr. P. W. Ellis. I have much pleasure, therefore, in declaring Mr. P. W. Ellis elected President of The Canadian Manufacturers' Association for the coming year."

The members rose and joined in singing "He's a Jolly Good Fellow," followed by three cheers and a tiger.

The other nominations and elections were then proceeded with, and the officers were elected, whose names, together with the firm each represents, appear on another page.

#### THE NEW PRESIDENT.

The Chairman: "I have a great deal of pleasure in asking Mr. P. W. Ellis to take the presidency of this Association. I feel sure that under his guidance the Association will go on with increased vigor and prosperity, and I hope that the year upon which we are entering may bring to him those pleasant associations with the members of this Canadian Manufacturers' Association that have been my lot during the past year." (Great applause.)

Mr. P. W. Ellis, on taking the chair, said: "Fellow members of The Canadian Manufacturers' Association,—A few remarks dropped by Mr. Bird, of Bracebridge, a few minutes ago, regarding sentiment, led me to know, and you all, I am sure, know, how far that underlies our human natures. We all do for sentiment what we would do for nothing else; and as I listened to the eloquent words of appreciation uttered on the part of the secretary for your kind reception of his name, and as I listened to the trembling remarks of our president as he was about to vacate his office, and your splendid reception of his efforts in the past, and as I consider my own feelings when I also am a recipient of your most hearty wishes expressed in the most determined manner that you have just expressed them, my mind was carried back to a few lines I read some time ago, and which I committed to memory, and which on this particular occasion I am thankful I have not forgotten. They were these:

Words are weak and far to seek,  
When wanted fifty-fold,  
And so if silence does not speak,  
The trembling lip, the tearful cheek,  
There's nothing told.

"I felt that those four lines after all very truthfully represented the wellings that are sure to be called forth in our hearts when we observe the very comradeship manner in which our election and departure are accepted.

"I cannot express my feelings without bearing some tribute to the splendid services we have received from our past president." (Applause.) "We had a very pleasant separation—a separation of office only—at our Executive Committee meeting last. The difficulties that arose during his office were there referred to. He had many obstacles to overcome in his deep anxiety for the success of this Association, that only those who were associated with him know and understand. He has been our president two and a half years, and that the work has prospered under his guidance, the splendid meeting we have had to-day, the splendid membership at present upon our books, the magnificent reports you have listened to this afternoon and this morning bear ample testimony. I can say this with respect to him, that he has never hesitated to make whatever sacrifice was needful from his business time in order to attend to our interests, and I can confidently and fairly say that he is a worthy successor to a long line of splendid Canadian men whom we have had as presidents of this Association during the past 25 years. And even though not occupying this position for any longer period, I look forward to his hearty support in the future. I was pleased to-day that he had, in a way, omitted to go so exhaustively into the affairs of the country on this particular occasion as formerly, for this reason: He has already done so on three occasions, and the last occasion was only some seven months ago, and that address is almost in our memory to-day, and it seemed altogether unnecessary to put him to that expenditure of time and thought that would have been necessary to review the statistics of our country and to present to you an elaborate report. And what is far more pleasing I am sure to us is that the report he did give us was such a report as one would deliver extempore under the enthusiasm and interests that were awakened during our meeting.

"In accepting the office of president I do not underestimate by any means the responsibility you place upon my shoulders. The responsibility it involves demands a large sacrifice of time, and I have always made it a rule not to accept an office unless I was prepared to devote the time which the office would call for." (Applause.) "Upon a former occasion I was tendered the nomination of president of this Association; it was during the banquet when we had the Hon. Mackenzie Bowell here with regard to fast steamship line, and on that occasion I was obliged to decline the office, much as I valued the sympathy and good-will of my fellow-members, for the sole reason that I knew it was quite impossible for me to do the office justice. And I am all the more willing and pleased to-day to be able to say that I believe I can devote, during the coming year, whatever time may be necessary in the interests of this Association.

"In addition to there being heavy



responsibilities involved I realize also that there are valuable opportunities. Your Association is represented by splendid committees, the personnel of which here is evidence of what you may expect. I believe when we meet again, some 12 months from now, that they will be able to repeat such doings as will meet with your approval and create, if possible, an added enthusiasm in the progress of the Association.

"I must also say that I feel all the more willing to undertake this office because of the splendid assistance I know I shall receive from the secretary. (Applause.) And I may be perhaps pardoned for detaining you even a minute or so longer to say that what has transpired in his case has been an object lesson to every one of us. It has been a very grand object lesson to your Executive Committee. It was referred to a few minutes ago that an advertisement was placed in the papers with the object of obtaining two men for a collegiate institute of our city. It is rather sad to relate that there should be even 62 persons out of employment who were so capable of taking an office of that character. It is somewhat disappointing to feel that perhaps that seemed to be the only channel, or such channels, that led to their profitable employment. In connection with that let me illustrate for you something of our practical experience within only the last few months. We took as the secretary of our Association a young man from Toronto University, Mr. T. A. Russell, B.A., and we placed him in charge of this Association almost, you might say, alone, to grasp its various requirements, and you have received the results of his work within the past seven months, which justifies the action of your Executive Committee and also encourages us to believe that young men who are the graduates of our universities need not longer look to the professional channels to get remunerative employment. I emphasize this more in this wise. The efforts of our secretary have been so observed that he has been invited by some of our own members, who recognize his ability, to give them his services at remuneration very much better than we are paying him. This follows up the few remarks I made a short time ago with respect to the resolution I had the honor of moving with regard to bringing our universities and practical life closer together. Here is a university graduate who, at least, has half a dozen avenues open to him in the short time he has been in contact with practical men. In the chairman of our Commercial Intelligence Committee, Mr. S. M. Wickett, a lecturer on Political Science in Toronto University, and identified with the firm of Bickell & Wickett, tanners, whom he represents in this Association, we have another illustration to show you how such services can be made valuable. We have upon our Technical School Committee, Dr. Smale, who comes fresh from the University into one of our

largest industrial establishments in Toronto, and is receiving such a reward for his services that it is worthy, I tell you, of the highest ambition of any young man attending any of our colleges or universities.

"We are all Canadians; we are all interested in Canada, we have staked our all here; and we have such faith, such sanguine hope, such belief in the possibilities of the future, that we have invested our means in a class of asset—machinery, etc.—that, unless we are standing behind it, unless we are guiding both the production and the distribution, unless we are creating wants and trying to supply them, is practically valueless. Therefore, I claim that if there is any class of persons in our country that is entitled to the very greatest consideration of the people of Canada, that is entitled to the very greatest consideration of the Government of Canada, it is those men who have such confidence in their country that they will place their means into such a class of asset that it is absolutely, to a large extent, unrealizable without the personality of that man. You know how often it has been said, and truly said, that a good farmer can make money on poor ground where a poor farmer cannot make it on good; therefore, I say we who have engaged in industrial enterprises in this country are filling a want that can hardly be overestimated. Build a fine house in Toronto, let it cost \$100,000 or \$200,000—it certainly is a beautiful thing to look upon, and certainly it has given employment, but the employment is past and it has only become a subject for taxation. Invest that same amount of money in some industrial enterprise, giving employment to 200 persons, and I ask you to compare the value of such an investment.

"Take a man, perhaps, who has little confidence in the industries of our country, and he invests his money in bonds, debentures, mortgages, etc. Contrast that man with another Canadian who has confidence in his country and who invests an equal amount of money in the industries of this country, giving employment to his fellow-man, and I ask you which is of the greatest value. Yet what do we find? We find that investors in all these public corporations are protected by our legislators and Government and laws to such an extent that even the tax collector in our cities dares not place his hand upon them. We see in the city of Toronto a manufacturer of visible assets assessed to their fullest value. We see corporate assets not practically assessed at all. The tax collector was as eager to see that they were fairly assessed as we are, but the Legislature stays his hand and corporate interests are supported by Legislative action, whereas you and I stand individually to fight our own battle. If there ever was a necessity for association, if there ever was a requirement that we should be jealous of each others interests, that we should be jealous of our manufacturing industries, that we should be jealous

of our capital, jealous that the young men in our country should obtain the prizes we have to offer, that time is to-day. We all know that we pay the highest wages to the young men who design the designs that sell our goods. Therefore, I cannot offer you a more potent reason why every manufacturer in Canada should be a member of this Association. True, I recognize that you cannot all devote of your time to the work of the Association, yet, if you cannot give of your time, let us have the benefit of your name, let it be one more in our membership, let it be one more entrance fee in our treasury, and I assure you that your executive officers and your Executive Committee will, to the very best of their ability, handle that money, handle your confidence, as a trust, as though it were their own.

"I thank you very very sincerely for this mark of your honor to-day, and I trust that you will find your confidence has not been misplaced." (Loud applause.)

#### VOTE OF THANKS.

Mr. W. K. McNaught: "I think we would be wanting in self respect as well as gratitude if we accepted the retirement of our past President without saying something about his past services to our Association. I simply want to move a resolution that in the opinion of this Association a vote of thanks is due and is hereby tendered to him for his long and faithful services in our behalf. I might say that a year ago Mr. Ellis was very anxious to retire and have someone else occupy the chair, but at the earnest solicitation of a great many members he agreed to stay on for the part of the year until the new by-laws came into effect. I move that we signify our pleasure in a standing vote."

"Mr. Bird: "I have great pleasure in seconding that motion, more especially as I live outside of the City of Toronto. I know Mr. Ellis has taken an active part in former years before he became President, and during the time I have been connected with the Association, recently, I know he has done earnest work."

The motion was then carried unanimously.

The Chairman: "I have great pleasure in tendering you the thanks of this meeting."

Mr. J. F. Ellis: "I thank you very much for your kind words. It has been a pleasure to do what I could for the Association."

Mr. J. O. Thorn: "I beg to move a very hearty vote of thanks to Mr. Booth and the other officers of the Association who have worked so faithfully during the past year."

This was duly seconded and carried unanimously.

The Chairman: "I have very much pleasure in tendering you this vote of thanks."

Mr. Booth: "I thank you for your kind words."

The meeting then adjourned.



## THE MANUFACTURERS' BANQUET.

The banquet, which was held in the Assembly Hall of the Temple Building, at 8 p.m., was, however, the crowning event of the whole convention. Over 300 manufacturers sat down to enjoy the excellent menu provided by mine host Davy, of the Temple Cafe. The hall itself is one admirably fitted for the holding of such events, and on this occasion special pains had been taken to make all the appointments particularly brilliant. The tables were decorated with beautiful candleabra, and the floral decorations were elaborately arranged to the very best effect.

The menu card itself was a most attractive feature, having on the front page a beautiful design representative of the progress Canada was making in industrial and manufacturing enterprise. Fair Canada was displayed in the act of placing a crown of victory on the brows of the Canadian workman, whose outstretched hand points in the direction of a diploma of award received at the Paris International Exhibition. In the distance are the chimneys of the factories, and the ships which convey their products to foreign markets.

The poetic quotations which were scattered over the card were admirably chosen, and added much to the liveliness of the proceedings.

The menu provided by the caterer was promptly served, and great credit was reflected on the establishment.

It is needless to relate the different dishes that appealed to the taste of the assembled manufacturers, but from the soup—consomme royal—which was described by the quotation as "warm, reeking, rich," to the Neapolitana ice cream and foreign fruits, everything was served in the very best style.

### THE QUEEN.

At 9.30 o'clock, Mr. P. W. Ellis, President elect of the Association, presided, and opened the proceedings of the evening by proposing the toast of the "Queen" in the following words:

"The chair will open the second part of our proceedings this evening by proposing the toast that is always received with enthusiasm by British people wherever situated.

"Our thoughts and hearts are naturally directed to the longest and most illustrious reign of modern civilization. We, as Canadians, are proud this evening to emphasize our loyalty and devotion to our Sovereign Lady the Queen, who presides with such grace and dignity over the destinies of the greatest Kingdom and Empire the world has ever seen.

"The affection and admiration of her people is fully understood with sympathetic appreciation by the citizens of all other countries. Her solicitude at her great age

for the welfare of her people is touching. Her fortitude under the anxieties of the South-African War; the deplorable loss by violent death of many of her people employed in good work in China; the sudden death of her second son, Prince Alfred, Duke of Edinburgh; the trouble that now threatens the life of her daughter, the Dowager Empress of Germany, awake our most heartfelt sympathy.

"May she long be spared to continue her exalted duties, is the wish of us all." (Applause.)

### REGRETS.

Letters and telegrams of regret were then read by the secretary from the following: Sir Wilfrid Laurier, Sir Chas. Tupper, Hon. Geo. E. Foster, Sir Hugh John Macdonald, Sir W. C. Van Horne, C. M. Hayes, Thos. Moffatt, Canadian Government Agent in Cape Town; W. J. Lynch, of the Patent Office, Ottawa; H. M. Murray, Canadian Government Agent at Glasgow; W. L. Griffiths, Canadian Government Agent at Cardiff; Jas. Wilson, President of the Trades and Labor Council, and others.

Sir Wilfrid Laurier telegraphed as follows: "I hoped to be able to be present at your banquet, but unavoidable circumstances force me to decline. I have asked my colleague, Hon. Wm. Paterson, Minister of Customs, to attend.

Sir Chas. Tupper wrote: "I regret exceedingly that a previous engagement at Sydney, C.B., makes it impossible for me to accept the kind invitation of the Canadian Manufacturers' Association to attend their annual banquet on August 30. I need not tell you that I regard the protection of Canadian industries, in which your Association is so greatly concerned, as being of the most vital importance to Canada, and I believe that the progress and prosperity of the country is closely identified with the maintenance of the great principle of giving fitting appreciation to all Canadian industries and Canadian labor. The great principle involved in that policy is sufficiently broad to meet whatever necessity may present itself. That policy in no way conflicts with the mutual preferential trade policy within the Empire, which, I hope, at no distant date will be inaugurated, as I am satisfied that an examination will show that it is the great means of promoting the unity of the Empire, and will strengthen it by the great development of Canada, Australasia and South Africa."

### CANADA AND THE EMPIRE.

Mr. J. F. Ellis, retiring president of the Association, proposed the toast of "Canada and the Empire," coupling with it the names of Hon. G. W. Ross and Dr. Ryerson.

Mr. Ellis, in proposing this toast, made very brief reference to the remarkable development that had taken place in Cana-

dian industry during recent years, and pointed out why this development should proceed at even a greater rate than heretofore. He expressed the hope, further, that the ties that would be formed within the Empire through intercourse in trade and commerce would aid greatly in strengthening those bonds of love and sympathy which have so long bound together the various parts of Her Majesty's domains.

HON. G. W. ROSS.

Hon. G. W. Ross, on rising to respond to the toast of "Canada and the Empire," was greeted with loud applause, and spoke as follows:

"Mr. President and Gentlemen: I never realized before in my life as much as I do tonight the full force of the motto at the head of this menu card 'How can man die better than facing fearful odds.'" (Laughter and applause.)

"I thank you, gentlemen, on behalf of Canada—and that thanks embraces a very wide area—and I thank you on behalf of the Empire—a little larger still—for the kind reception given to the toast of 'Canada and the Empire.' I think I voice the sentiments of this magnificent audience when I say that Canada is proud of her relations to the Empire, and I think, judging by the events of the last 10 months, that the Empire has no reason to be ashamed of Canada. (Great applause.)

"Canada's interests in the Empire—I suppose I might say the interests of the Empire in Canada—are two-fold, namely, our political relations and our commercial relations. Canada is one of the oldest of the British colonies. Every reader of history will admit, I think, that Canada has taught England how to form a colony and how to govern a colony. I think, in this respect, Canada's importance to the Empire is not often considered. I believe the great colonial Empire of Great Britain to-day is strong, united and powerful because of the lessons Canada has taught the Empire in matters of constitutional government.

"The fundamental principle insisted upon by Canadians in their relations with the Empire from the very beginning of our colonial history was the utmost limit of self-government consistent with organic union with the Empire; and in every stage of our history it will be seen that where self-government was in any sense restricted or curtailed or denied, irritation arose, irritation which endangered the integrity of that colonial relationship; and in every instance when a larger measure of self-government was extended our relations with the Empire became stronger. Had we not been of British blood that would not have been the case" (Hear, hear.) "Daughter we are in our mother's house, but mistress in our own." (Applause.)

"Had we not been so resolute in insist-



ing upon self-government in Canada we would not have attained to the degree of political liberty we now enjoy, neither would Great Britain be as strong as she is to-day. The example that we set was followed by the Australasian Commonwealth. The privileges conceded to us have been conceded to every other large British colony, and, to-day, we may say that on Canadian soil we have as full a measure of political independence as the strongest and wealthiest British subject within the realm of the United Kingdom." (Hear, hear.) "I rejoice to know that in our relations with the Empire this feeling has always prevailed, and I am glad to know in the Motherland this concession to Canada has strengthened our confidence in the Canadian people, and has also strengthened our hopefulness for the future of our position in North America. So much for the ties that bind us.

"The poet Browning speaks of England in this way, 'Here and there England has helped us, how can we help England?' We can reiterate that sentiment; in many ways we help England. In the war of 1812 we preserved this country to England and mainly through our own integrity of purpose and by our own loyalty; later on the loyalty of the Canadians preserved unsullied the honor of British institutions in this land; still later on, through that loyalty, we have gone to the help of the Motherland in other countries when her interests were in danger. That has been the spirit—we have mutual government and mutual helpfulness. If I may be allowed to express any theory as to the future, I will say that only on these two principles can the colonial relationship be maintained, and only on these two principles can the great colonial Empire of which we form a part be strengthened, influenced and preserved.

"Our commercial relations with England are of similar character. England in later years has practically conceded to us complete commercial independence. The British North America Act has given us power to deal with all matters of trade. We can make our own insolvency law, our own bankruptcy law, we can impose tariffs on the articles of British produce or foreign produce; we have a free hand in regard to all matters of trade. The object lesson that teaches us is simply this: In dealing with our affairs, having that power of independence, we should study our own interests, and we should exercise that power in commercial matters in such relations with the Empire commercially as would exercise our powers as a colony.

"No Canadian would willingly interfere with the commercial prosperity of the Empire; any matter of commercial concern as between the two would be considered in the light of Canadian interests and in the light of Imperial interests; and we Canadians must always remember that so long as we are a part of the great British Empire we have to consider her interests as well as our own—true loyalty requires that.

"Now, that leads me to this thought, that where there is a spirit of mutual helpfulness; whenever it is convenient for us to help the Motherland it is our duty to do so, feeling assured that Great Britain will reciprocate that spirit of helpfulness. And she has done so in more ways than one. When we established Confederation she helped us in the construction of the Intercolonial Railway by guaranteeing Canadian bonds; when we were engaged in negotiations for reducing postal rates between Canada and Great Britain, by which a freer and easier interchange could exist between the two countries, she assisted us by conceding what we wanted, penny postage; when we wanted to improve our trade with Belgium and Germany, she denounced treaties inimicable to our rights; in matters of trade she has shown her willingness to concede to her Canadian colonies. Does it not follow then that while we are thus building up between Canada and Great Britain, on a basis of mutual dependence and mutual consideration, a large trade, that we ought to consider whether it would not be in our interests to direct our Canadian trade as largely as possible towards the British Empire?" (Hear, hear, and applause.)

"I made the observation the other day at the opening of your great Industrial Exposition that of the foodstuffs consumed by Great Britain, Canada contributed only 7 per cent., a meagre contribution to the wants of the United Kingdom. Have we not illimitable resources in this country yet untilld? Is there not room for the education of our agricultural classes, for the education of our dairymen, for the education of all concerned in the production of livestock, for a larger development of such trade as would be most remunerative to the people of Canada?

"I believe the first duty that lies at the door of the Dominion Government is so to promote the education of the agricultural classes, as one section of the community, as will enable them to appreciate the great value of this market and prepare Canadian produce to be suitably received in the English market. We send but a small proportion of the cheese yet consumed by the British people, or of the flour, meat, wheat, and so on, and we have the facilities for producing a much larger quantity. I should be delighted if in the next quarter of a century Canadian produce will be more liberally supplied to British consumers and a larger area cultivated for this purpose. But is there not room in the British market for a larger quantity of Canadian manufactures? We cannot make a great country of this if we only study its agricultural side. (Applause.)

#### IMPORTANCE OF MANUFACTURERS.

"I have long ago come to that conclusion. We have as great facilities for manufacturing in this country as in any country under the sun." (Hear, hear.) "We have illimitable mineral resources. We are

just beginning to find out that we have valuable products in our forests—more valuable, perhaps, than we know ourselves. These are two articles of the raw material for a great deal of our manufactures. Is there not room then for many industries, much more than we now have, and some on a much larger scale than we now have? Cannot we send to Englishmen the products of our furniture factories on a larger scale? One of our organ manufacturers has found an abundant market in England for the produce of his factory—a very productive market. Large firms in this city have found, and are now finding, an excellent market for their agricultural implements. That market is being exploited now, I believe. I have before me to-night sufficient energy to take the produce of our mines and forests and to multiply the productiveness of these a hundredfold in the next 25 years. We have millions of money in our savings banks—send it forth and apply it to our industries. We have thousands of unemployed—harness them in the factories and see what they can do. We should not cease to send our raw materials abroad, but we should combine the manufacture of raw materials with the skilled industry of this people and send them forth so duplicated and triplicated in value that they shall return to us a larger profit.

#### TECHNICAL EDUCATION.

"That is not all. We have not done enough yet in the matter of technical education. I almost regret I have ceased to be the Minister of Education, perplexing as the duties of the office were. I was about maturing—and sometimes great ideas die with men—I was about maturing a wide system of technical education whereby we would have in all our shops and industries of this country skilled labor that would produce a class of goods that would command the confidence of consumers all the world over. (Great applause.)

"Our dairymen have got the market of the world by their dairy produce. Why? Because the article is better than can be found elsewhere. And you manufacturers, you need no advice from me, you are getting into the markets of the world just in that way. A Canadian boy is as well educated as the English boy, or French or German or Swiss boy. Place him under favorable conditions of education, under the direction of intelligent and progressive manufacturers such as I see before me, and there is no reason under the sun why, if our products are not equal to the best now, they should not be equal to the best in the future.

"There lies a great principle behind all this. It is this: If a nation is going to take its place among the other nations of the world it must see to it that employment is found for its own people. (Hear, hear, and applause.)

"I am not a paternalist in the Government in the ordinary sense of the term, nor



do I give employment to everyone who applies to the Ontario Government, by any means (laughter), but I do believe that the nation which fails to see that its own natural products are made subsidiary to the maintenance in comfort and thrift of its own people forgets its duty to the people.

"A century ago the United States had about 5,000,000 people, now it has 75,000,000. Could we look down from those supernal regions into which every good manufacturer will enter—(laughter and applause)—could we look down from those supernal regions from 100 years ago to 100 years to come, and see in Canada 60,000,000 people, it would make all our associate angels rejoice" (Great applause.) "And if we have any claims for admission into those supernal regions, that claim will be strengthened by the thought that we sought to add to the population of this country by proper means and to give employment to the people of this country. (Great applause and laughter.)

"I have sought in an humble way to develop the latent resources of what is called New Ontario. I hope to live to see a great many more comfortable farmers and miners in that part of Ontario than exist there to-day. My colleague from Ottawa is doing his best to settle the prairies of the West. We want 5,000,000 people in the next 20 years between Winnipeg and Calgary; they must be got in there by some proper means, that the production of these prairies shall go to feed the millions of the old land.

"Between Canada and the Empire there exists those cordial political relations that administer to the security of this land and to the honor and glory of the old land. I rejoice to know that the old land is such an ample market for the surplus products of this, her chief daughter; and I rejoice to know that the sons and daughters of this colony will soon be equal to the task of possessing this fair heritage—almost equal in area to the whole of the United States—a fair heritage of almost half a continent, and of the finest climate known to us. So that, if the hand of the Motherland should hang ever by her side because her eye is becoming dim and her natural force abated, there shall grow up whelps of the old lion who shall bear aloft the same standard that Wellington bore at Waterloo and carry it on from victory to victory, until justice reigns from the end of the earth to the great River, until Canada is regarded the world over as one of the fairest lands and her sons the most progressive of the nations of the earth." (Loud and prolonged applause and cheers.)

#### **SOUTH-AFRICAN MARKET.**

Col. Ryerson, M.D., lately Red Cross Commissioner in South Africa, also replied very briefly to the toast of "Canada and the Empire." He said: "Canadians were prouder than they ever were before, because their country had played its part in the affairs of the Empire. It was well known that trade

followed the flag, and there was opening up for Canada the trade of all the Empire. Especially in South Africa was there room for development. There they had gold and diamonds, but no manufacturers, nor did he think they ever would have. There would, therefore, be a great market for Canadian goods in South Africa."

#### **CANADA'S FOREIGN TRADE.**

Mr. D. W. Karn, of Woodstock, in proposing the toast of "Canada's Foreign Trade," said the time had come when our manufacturers were looking out for foreign trade. It was only in the last few years that our manufacturers looked outside their own country at all. But we had the raw material, the skilled mechanics and the machinery to make articles for other countries. The foreign trade differed in many ways from our home trade. He had a representative in South Africa for his business, who a few months ago wrote to him, saying that conditions were considerably disturbed, as most of the people were away from home. (Laughter.)

HON. WILLIAM PATERSON.

Hon. William Paterson, Minister of Customs, who was first called upon to reply, was received with a loud demonstration of cheering. It was not strange, he said, that he should have a fellow-feeling with men who were engaged in somewhat the same lines as he was himself engaged in, who had a common object, each man doing his own share to build up this great country. (Hear, hear.) The tie that bound Canada to the Motherland was the tie that was dear to every Canadian there, and he looked for nothing but the outburst of enthusiasm that followed the patriotic remarks of the Premier of Ontario.

They were now discussing the more practical question, which was truly as patriotic because it tended in the direction of leading to the building up of this portion of the Empire. They had toasted the foreign trade of the country as distinct from the domestic trade of the Dominion. What the domestic trade might be at the present time he could not estimate in figures. Within a year or so the census would be taken, and we would ascertain what progress had been made in that vast domestic intercourse.

"But the toast," Mr. Paterson went on, "was the foreign trade of Canada. For that we had figures, and by those figures we could measure what progress we had made. They would show a record of foreign trade that a nation of 6,000,000 of people might well be proud of; and when he told them that we were going on, and at a very rapid pace indeed, he knew he was only saying what would be pleasing to everyone, and that all would rejoice in the fact that it was not mere speculation, but the truth.

"The fiscal year before last was the largest year in the history of the foreign trade of Canada, far larger than it had ever been before, and yet large as it was, in

one single year, in the last fiscal year, which closed June 30, although we have yet only the unrevised figures, he was warranted in saying that over \$50,000,000 extra foreign trade was done by the people last year above the amount of trade of the year preceding." (Cheers.)

RECORDS TO BE PROUD OF.

"In a few days, continued Mr. Paterson, we will have the revised figures, and they would reveal to you that Canada has had during the past year, ending June 30, 1900, a total foreign trade, imports and exports, of over \$370,000,000, and they would recognize that Canadians take no back seat among the nations of the earth. The country to the south of us was a great commercial nation. They had their great domestic commerce, it was true; they had their great commerce between the different States, but we also had that. They had their foreign trade, and mighty as theirs was, Canada last year had \$2 foreign trade per head to \$1 done by the people of the United States. (Cheers.)

"While the manufacturers were perhaps more interested in our exports, still much of our imports consisted of raw materials they were using by the help of their artisans and their own managing brains to scatter to the ends of the earth in the form of finished goods. The Minister then touched on the history of the exports of Canadian manufactures during the last twenty years. At the beginning of that period they were about \$3,000,000, and in the next five years ran up to \$5,000,000. In the next five years they crept up to near the \$8,000,000 mark, and then in the last five years, from 1895, the first year the total was \$9,000,000, the second year \$9,000,000, the next year \$10,000,000, the next year \$11,000,000, and last year it was \$13,000,000 exports of manufactured goods from Canada.

A STRICT DEFINITION.

"Under this head of manufactures were not included the products of such an industry as the Wm. Davies Company, packers of meats, in which there had been such a wonderful increase. In this one item of meats \$13,000,000 worth was exported, but in the trade returns it was classed under 'animals and their products.' Under the same head was found the enormous volume of cheese and of butter, all manufactured goods, and yet classified under the head of animals and their products.

THANKS THE ASSOCIATION.

"Mr. Paterson thanked the Association for strengthening his hand in inducing Parliament to authorize the establishment of the headquarters statistical branch of his department, through which henceforth The Gazette will contain, each month, returns of exports and imports as full as those contained in the Trade and Navigation Returns. Before the close of this month—there was some delay owing to the inconveniences incident to the establishment of the bureau



—the full trade figures of last month would be published as fully as in the Trade and Navigation Returns, which are not issued until many months after the close of the fiscal year. It had been delayed a little this year. They brought those who were doing the work outside up to Ottawa, and some new hands had to be taken on, and they could not, therefore, do it with the rapidity they hoped to in the future. But they hoped that within one month after the previous month had closed they would have in their hands as plain and full a statement of the whole trade and commerce of Canada as they would get after a year in the Trade and Navigation Returns.” (Great applause.)

#### WORK FOR EVERY MAN.

In conclusion, Mr. Paterson said he wished that the Association and the various branches of industry they were engaged in might cooperate with all the other occupations, with all the other trades, professions and industries in this country, each man to do his own work. When the wall of Jerusalem was built in troublous times, it is written that they succeeded because every man built over against his own house, and in building the national fabric of the great Canadian nation let each in his own sphere do the work that lies directly before him, and honestly and sincerely devote his best attention to it, so that in this Canada of ours we build up a nation such as has been pictured by Mr. Ross, we would build up a part of the British Empire that would bring strength and solidity to all the Empire. We had a country magnificent in its area, magnificent in its possibilities, and with this heritage there was peopling it a race of men of a far northern clime, with all the energy and all the ambition, all the ability, all the skill of the nations wherever they might be found or whatever position might be assigned to them by others. (Applause.) In Canada we had the brain, the brawn and the muscle that could compete with those of every other nation. (Cheers.) He did not desire to utter words of vain-glory. If the record did not testify it he would not venture to say it. He was cognizant of our failings, of our shortsightedness in many matters. Young Canadians, when they went to other countries, showed their quality, whether in temples of justice, Legislative halls, or inside the machine shops. And what Canadians could do in a foreign land they could do in this, our land, with a fair chance, and that they were going to do. (Loud cheers.)

#### LINES OF PROGRESS.

Mr. B. E. Walker, of the Canadian Bank of Commerce, hoped he would be allowed to speak on this occasion, not as a banker, but as a Canadian. In the overwhelming majority of the human race there was a dislike of progress. That was a startling fact to a people who had accepted the idea that progress was the great object of life. Men should be measured by their mental

and physical energy. One energetic mind might be worth a million men who were naturally inert. To a man desiring progress it was a pleasure to live in a land whose history was very largely in prospect. Canada was for practical purposes not 50 years old. In 1800 she was a fur-bearing country and nothing more. By 1840 she had become something as an exporter of timber. In the last year two of the customers of his bank had sold a million sterling of exchange for export. This showed the progress that had been made in the last half-century. It was difficult to make Englishmen believe the truth about this country, and this was really not surprising when it was remembered that only within the last few years had Canada begun to believe in herself. Trade could not be got easily where Canadian goods were not better than those of another country. Trade existed because the vital conditions were right, and legislation could not greatly affect it. Canadians had no right to expect that so difficult a thing as a foreign trade could be built up rapidly, but the necessary conditions were gradually being acquired. They all knew the man who didn't finish his goods for South Africa quite as well as those for Hamilton. (Laughter.) Such men were a type of fool. Every individual instance of that kind of thing did more harm than a hundred instances of well-doing. Trade didn't follow the flag, but the trade of a good many nations besides England followed the British flag. The flag was Canada's in exactly the sense meant when it was said that "Trade follows the flag." Canadians would occupy this splendid heritage of theirs just in proportion as they made use of the opportunities that nation had given them.

#### PRACTICAL POINTS ON OUR FOREIGN TRADE.

Mr. W. E. H. Massey: "A nation that manufactures for itself prospers" is one of the mottoes to which I believe the Canadian Manufacturers' Association has given considerable prominence in the past. That Canada has enjoyed splendid prosperity the past few years is everywhere evident. May we manufacturers not claim that some of this prosperity, at least, has come to us because of our having learned to do more of our own manufacturing? We certainly have more factories, larger factories and better factories than ever before in the history of the Dominion.

"If the motto be true that a nation that manufactures for itself prospers, what of the country which not only manufactures for itself but also manufactures largely for other nations as well? Surely it must mean that much additional prosperity.

"Steadily and surely an export trade in Canadian manufactures has been developing. From a foreign business of less than \$3,000,000 of manufactured wares in 1886, our workshops sent abroad some \$13,000,000 worth of goods last season.

"In the line I personally represent—farm implements—there was practically no export trade previous to the year 1887; a beginning only having been made in 1886, while for the past two years the Blue Book takes seven figures to record the exportations. In Europe alone many thousands of machines and farm implements were sold this season bearing the marks, 'Made in Canada.'

"What has been done in farm implements can and should be done in many other lines of manufacture. It may be said, however, that we, as Canadians, are only now beginning to appreciate and understand the benefits of an export trade in manufactures.

#### ABILITY.

"The ability of Canadian manufacturers to compete for export trade is largely measured by the cost of raw materials and transportation when compared with that of competitors, for, in the language of the Jingo song:

We've got the works,  
We've got the men, and  
We've got the money, too.

"As already stated, our workshops and factories for making all kinds of wares are more numerous and better fitted, and our equipment in plant, tools and machinery in every line has been vastly improved, and in most lines is as good as can be found anywhere.

"I confidently believe, too, that Canadian mechanics are the very best of mechanics, and constitute the finest class of men for successfully operating manufacturing institutions.

"That we have the brains to manage factories and get out the work must be evident to anyone acquainted with the members of the Canadian Manufacturers' Association.

#### PROCURING FOREIGN BUSINESS.

"The procuring of foreign business, however, is no trifling matter, and is likely to involve the locking up of much capital, incurring heavy risks and responsibilities and a strong fight to break down prejudice against a newcomer and his wares. This is especially true in the older countries, where buyers cling tenaciously to the concern they have known for years back and are loth to patronize a stranger. Those who have already sought for foreign business will know what I mean, whether they have obtained it or failed in their attempt.

#### COMPETITION.

"At whatever foreign point we seek to do business we are sure to find competition. It may be from the British manufacturer, the German, the French, but certainly from the United States manufacturer, who has been most aggressive in seeking foreign markets for his goods.

"Unless the Canadian maker can produce his goods and lay them down at their destination as cheaply as our competitors we are, of course, handicapped by that much. To be successful, therefore, we must





SCENE AT THE BANQUET, CANADIAN MANUFACTURERS' ASSOCIATION, TEMPLE BUILDING.

August 30, 1900.





*Three of the Carriages Conveying the Wives of Visiting Manufacturers around the City and to the Exhibition Grounds, Toronto, August 30, 1900.*



obtain our raw materials as nearly as possible on the same basis as, say, our United States competitor, whom we are likely to find the most aggressive. To enable us to do this the Government have wisely introduced what is known as the drawback system, whereby a large proportion of the duty paid on raw materials is rebated when the finished products are shipped out of the country. Without this drawback system much of our foreign trade would be impossible.

#### TRANSPORTATION.

"The question of transportation enters largely into this subject and is an important one. That our foreign shipping facilities are not what they should be is very manifest. Out of some 1,500 carloads of machines shipped to the Atlantic seaboard for export by Massey-Harris Company, Limited, this last season, not one of them went through a Canadian port, and exporters in other lines will say the same thing. This is not as it should be. Why cannot Canadian-made goods be more largely shipped from Canadian ports and carried by Canadian ships?

"Something should be done to develop better shipping facilities from Montreal and Quebec.

#### TREATY RELATIONS.

"Treaty relations, of course, play an important part in export business. The relations as established by treaty between England and other countries and as between ourselves and other countries have much to do with our prospects and possibilities in developing export trade. Even the treaties between other foreign nations may singularly affect us. As an illustration, at the present time an extraordinary condition of things exists as relates to the trade between Canada and France in certain lines of manufacture. By virtue of a treaty between England and France, in which Canada does not participate, English manufacturers are enabled to lay certain of their products down in France at a much lower price of duty than those coming from Canada. Recently a treaty has been negotiated between France and the United States, giving the United States manufacturer the same privilege as manufacturers in England. When this treaty between France and the United States is ratified it will have the effect of placing British and United States manufacturers at a great advantage over Canadian makers in their trade with France; in fact, may affect us so seriously that a large trade may be lost to Canada, unless a remedy can be found. Our Government is, of course, dealing with this matter, but, because of the hostile feeling on the part of the French people towards England at the present time, negotiations are exceedingly difficult.

"Intimations have come in recent correspondence from London to the effect that a similar treaty is being negotiated between the United States and Germany, the effect of

which would be even more serious than the consummation of the present treaty between France and the United States. Negotiations looking to a remedy of this latter case, however, would doubtless be less difficult, as the relations between Germany and England are more friendly.

#### POSTAL SYSTEM.

The postal system has, of course, much to do with the development of distant trade relations. The Government is to be highly commended for the splendid changes it has made in the postal service, not only at home but also that relating to foreign service. The penny postage is a great boon to foreign business. It would materially help Canadian manufacturers doing business in the sister colonies of Australasia if the postal authorities could improve that service. We should have a regular bi-weekly mail to the Antipodes. As most of you know, there is a mail service from both Vancouver and San Francisco to the Australasian colonies, each of which carries the Imperial and Canadian mails. The San Francisco ships leave, or are scheduled to sail, by the lunar month, whereas the Vancouver boats sail on the calendar month, thus at times bringing the departure of both lines at about the same time, whereas, if an alternate lunar month service were arranged in each case, we would have the desired bi-weekly mail service to our far-away sister colonies, which would be of great benefit in our business relations with them.

#### PROCURING FOREIGN BUSINESS.

"I have been asked especially by the secretary of the Association to say a few words relative to the difficulties of procuring foreign business.

"First of all, I would say that two mistakes are not infrequently made by the seeker after export trade: The first is the supposition on his part that the foreign market will readily take a surplus stock which may be a little out-of-date, or, perhaps, a little inferior in quality. He can make no greater mistake. The foreign buyer is just as well posted as the buyer at home, and the shipping of out-of-date goods or goods not quite up to the mark will only bring disrepute on the shipper and be a detriment to the general commercial interests of Canada.

"The second mistake is the cutting of prices. It is often assumed by the new seeker of foreign business that he must sell his goods considerably cheaper than those already on the market to get business. As a rule the foreign buyer takes the price as the criterion of the quality of the goods, and the man who seeks to gain business by a slaughter of prices is likely to fail. Of course, the goods must be of a quality to merit a good price, or it cannot be obtained.

"It may not be uninteresting to state that Canadian implements and bicycles and some other lines readily command a

higher price in foreign markets, because of the standard the early exporters set up.

#### REPRESENTATION.

"A manufacturing concern which hopes to do any considerable business in a foreign market must send its own representative to look over the ground and start the business. This is an absolute necessity. Advertising in export journals and letter writing do little more than the handing in of the calling card at the door; the call itself must actually be made to produce results. The agents most easily obtained, as a rule, are of little use, or else will take your agency and shelve your goods to keep them off the market. Smaller enterprises, unable to send a sole representative, should join with some non-competitive firm in a joint representation, or, failing this, avail themselves of the Government's agents assistance.

#### FOREIGN EXHIBITIONS.

"Foreign exhibitions have their usefulness undoubtedly; in fact, I may say that it was in attending the Indian and Colonial Exhibition, in London, in 1886, that myself and partners in business were made to realize the possibilities of export trade in farming implements.

"Generally speaking, this usefulness of an exhibit at a foreign exhibition is less an advertisement of one's goods than it is an opening of the exhibitor's own eyes to the possibilities of trade in the territory which he visits in attending his exhibit. I think I can safely say that not one in 1,000 who saw the exhibit of the old Massey Company at the Indian and Colonial Exhibition, 1886, was in any way interested in farming machinery, as indicated by the many ridiculous questions asked by visitors. As an instance, when standing by a self-binding harvester at the exhibition in London one day—the machine being in motion—I was asked repeatedly what the machine was for by some of the passers-by. Among others, a very distinguished-looking gentleman stepped up, who might easily have been a member of the House of Lords, and asked me with a great deal of gravity: 'Is this a weaving machine?' Very few sales, I may say, were made during the course of that exhibition, but the visitation of members of the firm, and their becoming acquainted with trade conditions in England, led to a development of trade which has been most satisfactory.

#### NEEDS AND CONDITIONS.

"It is necessary for the prospective trader to learn the needs and conditions of the territory in which he desires to operate, and, as a rule, it is easier to begin with giving the people what they want, than persuading them to take what you have, in order that you may gradually educate them to take the type of goods used in this country.

#### ADVERTISING.

"As a rule, the foreigner does not appreciate the dashing advertising matter so freely used here, and especially in the United States. The



following illustration has its moral: One of our United States competitors was seeking trade in Germany, and, as the story goes, they were enterprising and liberal advertisers, and their first idea was to flood Germany with advertising pictures, which would be hung up in stores and shop windows, and which would not fail to attract attention. The design, which was executed in the highest of color lithography, represented a mowing machine driven by the Goddess of Liberty in shining and polychromatic garments of scanty proportions, and drawn by a team of Bengal tigers. It was a brilliant placard. Any American country storekeeper would gladly have hung it up for its decorative value, and the average American farmer would have been greatly impressed by it and would probably have understood its symbolism without any explanation. The net result of the effort to circulate it in Germany, however, was a letter from the company's agent in that country from which the following extract is made:

"The picture of your admirable machine, of which I the receipt of 10,000 acknowledge, is not useful in this country, and it is of much regret to me that I request to return them permission. The women of our country, when by circumstances to do agricultural work compelled, do not dress, as your picture shows, is the custom in your wonderful country, and would not even deem such garments with modesty to consist. Also, we do not tigers for draught purposes cultivate, they not being to the country native, nor in our experience, for such work well suited. I have to my customers explained with earnestness that your picture is a "sinnbild" (allegory) and does not mean that your admirable machine should be operated by women too little clothed, nor is it necessary that the place of horses shall be animals from the Zoologischer Garten be taken. I cannot use them as you instruct, and your further advices respectfully await."

#### PACKING.

"I could, of course, say much of the details that have to be considered by the foreign shipper, but must not weary you. The question of packing is one of considerable importance, for the most part the goods being required to go in tight and very secure cases, to prevent breakage and loss. The extent to which goods can be knocked down must be governed by the prospects of correct erection on arrival at destination. Some amusing and very annoying things have happened in connection with mistakes in packing. As an illustration, when packing self-binders in a factory here in this city one of the packers discovered that he had a certain part left over at the end of the day, which should have been in one of the many cases that had been packed up and stored. Instead of advising the foreman, as he should have done, he put two pieces of the same kind

in the next machine he packed. In the summer following an expert of the company, erecting machines away in the interior of Russia, had driven miles into the country to put up a self-binder. The machine he was to erect proved to be the very one from which the part had been omitted. He could not, of course, complete his task. Delay and expense resulted. He drove back to the nearest town, taking the train to Moscow, and, on arrival at the warehouse, strange to say, the first machine he unpacked to obtain a duplicate part, was the one containing the two pieces. This machine, however, might just as easily have gone to South Africa or Australia.

#### CUSTOMS REGULATIONS.

"The manufacturer who gets into foreign trade will begin to find out that there are troubles with Customs regulations and entry papers quite as bad, if not a little worse than those at home. Nearly every country has its big roll of red tape, which has to be gone over most carefully and every point observed to avoid delay and expense. Some of the Customs regulations are quite as amusing as they are vexatious. One European country, for instance, admits machines which are not varnished at a very considerably lower rate of duty than those which are varnished. The foreign shipper must, of course, learn these points through his representative or his agent.

#### EXPORT TRADE GRATIFYING.

"But, it is not a suitable time to enlarge on the details of this question. That Canada has already an important and growing export trade in manufactures is a fact that must be gratifying to all of our citizens. A few years ago Canada was known abroad chiefly for her lumber and cheese. I am glad to believe that we are rapidly approaching the time when our fair Dominion shall be known equally as well abroad for the splendid products of our many workshops. That our export trade in this line can be greatly developed and extended, there can be no question. There never was a more opportune time for our manufacturers to make an effort in this direction. Canada never was so well and favorably known as it is to-day throughout the world. With our unlimited natural resources we can confidently look forward to taking a foremost place amongst the nations of the world as exporters of manufactured goods.

"With wise administration on the part of our Government, I predict that our export trade in manufactures, which has doubled in the past five years, will more than double again in the next five years, and that it will embrace a great variety of wares."

#### AUSTRALIAN VISITOR.

Mr. Th. de Schryver who has been in Canada for some time arranging for the introduction of many lines of Canadian manufactured goods to the Australian market also replied briefly to the toast. He stated that he had merely intended making

a trip through Canada on his way to make purchases in the United States, Great Britain and Germany. He had, however, been detained by members of this Association and prevailed upon to look into the manufacturing establishments. As a result, he arranged for the purchase of practically all the goods he wanted in Canada, and would only have to go abroad for a few of the special lines required. (Applause.) "The progress made by Canada," said Mr. de Schryver "in manufacturing has been simply marvelous; we, in Australia, have no adequate conception of it. But I will go back and tell them about it, and I can assure you all that Australia will be glad to learn of your progress, and her merchants will be glad to buy from you. So strong is that feeling of cordiality towards Canada at the present time that, other things being equal, Australians will, in every case, give the preference to Canadian goods. (Applause.)

"Further, we are able to pay for what we buy. New Zealand, last year, with a population of 800,000 exported £11,000,000 sterling worth of goods, and Queensland, with a population of 500,000, exported to precisely the same amount. I thank you for the opportunity of being present this evening and thanking you for the very kind favors received by me from your Association since I have been in Canada." (Applause.)

#### TRANSPORTATION AGENCIES.

T. A. RUSSELL.

The Secretary in proposing the toast of "Our Transportation Agencies," briefly referred to the fact that the problem of transportation was, perhaps, the one question in Canada which interested manufacturers in every line more vitally than any other single problem. Many of the difficulties connected with the solution of this problem in Canada are inseparable from railway management, and are found in every country. Others, however, are peculiar to Canada, owing to her long distances and to the somewhat scattered population.

"In approaching the railway question in Canada it is necessary to do so with a spirit of fairness, realizing that the railways in Canada have done wonderful service in the development of the country—services which could have been rendered in no other way. Further, that they have had great difficulties to surmount, and, until recent years, their profitable management was almost an impossibility.

"The wonderful feat accomplished by the management of the Canadian Pacific Railway in constructing their line of steel from the Atlantic to the Pacific within half the time in which they were required to do so, and the business ability which had since been used in the erection of steamers between China and Japan and the British Columbia terminus, and again on the great lakes, had further made the investment profitable to the shareholders.

"The question of rates in Canada is a



difficult one owing to the fact that any system, no matter how carefully adjusted, is always liable to disturbances at competing points. Consequently, great differences are found to exist in rates that are charged on through traffic and that between local points. Much of these differences will always be found necessary, but, on the other hand, there are discriminations which are most injurious and operate seriously against the progress of the country.

"For example, when a railway gives cheaper rates from Chicago to the seaport of Montreal than it does from points in Ontario to the same port, that railway is aiding in the building up of an industry in Chicago, the carriage of whose freight must always be a matter of speculation; whereas, it is retarding the development of the same industry in Ontario, which, if properly developed, would forever have to send its freight over these roads. Many other instances of a similar kind are found.

"It remains for the business men of Canada to lend their most serious thought to the solution of this important problem. The Canadian Manufacturers' Association is equipped perhaps better than any other association for dealing with this question, and in dealing with it they will do so not merely from selfish motives, but, realizing that the adjustment of rates on a fair basis affects more closely than almost any other circumstance the progress and development of the country.

"The Manufacturers' Association will approach this subject, not in the interests of any class or section, but in the interests of the industrial development of the country as a whole, and seek for an adjustment of rates on the broad basis of substantial justice to all parties.

"I have pleasure in coupling with this toast the name of Mr. W. F. Maclean, M.P. for East York, who has been a careful and enthusiastic student of railway management in Canada." (Applause.)

MR. W. F. MACLEAN.

To. W. F. Maclean, M.P., fell the duty of responding. He declared himself an out-and-out believer in Government ownership of railways—(applause)—and until such time as the State controlled them absolutely, he believed in much wider control by the Government. The best way to test the matter of Government control would be, he said, to have the Government assume the ownership and operation of the telegraph and telephone systems of the country.

RAILWAYS LIKE CANALS.

Railways should be regarded as part of the Queen's highway, as canals were. The attitude of the two great railways of Canada to-day seemed to be not how can we run the railways so as to do the most for the country, but how can we produce the greatest profits for the men who happen to own them. (Applause.) The object of these roads ought to be to build up Canadian ports, instead of threats of what

they would do to build up the ports of Portland and Boston. (Hear, hear.) All this must cease. The time has come when these great railroads must understand that the people of Canada were greater than the railroads and that they shall be run for the people. (Applause.) It was within the possibilities for these railroads to injure and ruin any of our great Canadian industries.

CANADA HAS ONE RAILWAY.

Thanks to Providence, Canada had one railway, the Intercolonial, which he hoped would be used to build up the great iron industry in the East. In this road the country possessed a great lever which might be brought to bear upon the other roads to bring them into line. If this road was extended to Toronto, the Niagara and Detroit rivers, a regulating force could be brought to bear, which would not fail to bring better treatment from the C.P.R. and G.T.R. He urged them earnestly not to abandon the ownership of the Intercolonial, which some were now advocating. (Hear, hear.)

A PEEP INTO HISTORY.

Proceeding, Mr. Maclean spoke of the early history of the Canadian Manufacturers' Association, of which his father was the first secretary, 30 years ago. If ever an association had lived to see itself justified, this Association had. In those days Canadians were more than protectionists. They were developing the principle of home production. What Canada now demanded was not so much protection or free trade, as fair trade. (Hear, hear.) Canadians would trade fair with any nation which would trade fair with them. In conclusion, the speaker dwelt upon the importance of Canada cultivating her own iron industry, whether by Customs duties, bounties or rebates, so that she need not import a pound from other countries. Until Canada was in this position—and he believed the day was near at hand—she could not hold her own among the nations of the earth. (Applause.)

CANADIAN MANUFACTURERS.

Alderman Spence, on behalf of the corporation of the city of Toronto, proposed the toast of "Canadian Manufacturers," and referred briefly to the progress that they had been making in Canada during recent years.

He heartily welcomed the delegates of the convention to Toronto, and assured them that if any of the outside manufacturers cared to come to make a more permanent stay here, that they would be heartily welcomed by the council and citizens of Toronto.

C. C. BALLANTYNE, VICE-PRESIDENT.

"Mr. President, Gentleman,—I regret it has not fallen to the lot of some other Canadian manufacturer more able than I to respond to such an important toast as 'The Canadian Manufacturers.' At this late hour I will not detain you but only a few moments, as there are several other

much more eloquent speakers than I to be heard from yet.

"Although Montreal is the largest manufacturing city in the Dominion, we have often heard of the progressiveness of the manufacturers in Toronto, and the Province of Ontario. This was amply demonstrated to me to-day, when I had the pleasure of hearing matters of importance to all Canadian manufacturers deliberated upon and ably discussed at a meeting of the Canadian Manufacturers' Association, held in the Board of Trade Building in this city.

"The name of our Association, Mr. President, is the Canadian Manufacturers' Association of Canada, and I hope before long it will be all its name implies—really and truly the Canadian Manufacturers' Association of the Dominion of Canada—that there will be no smaller Provincial Association, such as the Montreal or Halifax Manufacturers' Associations, but that there will be one solid and combined Association, all other associations being embraced or affiliated under the leadership of the Canadian Manufacturers' Association of Canada.

"The manufacturers in Canada are in need of just such an association organized and carried out along these lines. When the municipal council of Montreal passed an iniquitous law, and carried the same through the Provincial Legislature, imposing a special tax on machinery, then it was that the manufacturers of Montreal realized for the first time how necessary it was for them to be united and combined in an association to combat just such nefarious propositions as this perpetrated by the municipal council, in their imposition of a special tax on machinery, which would be a detriment to the manufacturers and to the laboring classes as well.

"On account of this proposed special tax there was a Manufacturers' Association formed in Montreal. This association, working together with the Board of Trade and several Labor organizations, was able to prevent this law going into effect, and forced it to be repealed.

"This good result simply shows how very necessary it is for the manufacturers of Canada to be united in an association. With a membership of, say, 1,000 we would be in a much stronger position to look after the best interests of the Canadian manufacturers, if, at any time, threatened by a change in tariff, or other contingencies which might arise.

"As far as the Montreal Manufacturers' Association is concerned, I will take pleasure in bringing to their notice the good work being done by the Canadian Manufacturers' Association, and would like to suggest that a deputation be appointed to visit the members of the Montreal Association, and endeavor to induce them to join the Canadian Manufacturers' Association, or at least cooperate with us. This I feel sure could be arranged by the exercising of a little push and energy, and I assure you



that as far as I am concerned personally, and on behalf of my firm, I would warmly welcome such a deputation to Montreal.

"I cannot resume my seat, without for a moment referring to the two able addresses which have been made here this evening by Mr. Massey and Mr. Walker. I heartily agree with what these gentlemen have said in that if the Canadian manufacturers wish to obtain a foothold in the foreign markets for their products they must look to 'quality.' They must place upon the foreign markets Canadian manufactured products of such a superior quality as cannot be surpassed by any other country in the world. The most helpful suggestions made by both Mr. Massey and Mr. Walker are of the utmost importance to Canadian manufacturers, and I fully endorse all they have said. Canadian manufacturers have the ability, enterprise and facilities for competing with any country, and I hope the day is not far distant when a merchant or salesman in foreign countries is asking more for goods manufactured in Canada, if an objection is made to price, that they can proudly state that it is true Canadian products are higher in price than those of other countries, but the intrinsic value is there, and easily prove it. I am glad that Canadian manufacturers are regarding quality first, and price of a secondary consideration. With this end always in view, the good beginning Canadian manufacturers have already made in foreign markets will be carried on and largely increased.

"I greatly appreciate the courtesy you have extended to me to-day, and, on behalf of the Montreal manufacturers, I thank you most heartily."

CYRUS A. BIRGE, ONTARIO VICE-PRESIDENT.

"I congratulate the Canadian Manufacturers' Association on its phenomenal growth during the past few months, and its very healthy condition at the present time. I have been out of the Association for two or three years, but have become a member again, and am glad to see the interest that is being manifested in it by manufacturers generally. Politics have been eliminated from the Association, and this has possibly much to do with the larger interest manifested in its work at the present time. Canadian manufacturers are making marked progress along all lines, and I look forward hopefully to the future when Canada must take her place as an exporter of many lines of manufactured goods, instead of only a few lines, as now. This export trade must of necessity come slowly, but it must come surely. Manufacturers must make their products equal to anything in the world, and this they can easily do, and are doing. Next, they must compete with other countries in prices. This is somewhat harder, but, we will get there by and by. Then, with goods right, and prices right, we must find a market, or rather try and capture business in the markets already found.

"This is no easy task, and will take time to accomplish, but, following the lines discussed by Mr. Massey to-night, our manufacturers may hope to do a profitable foreign trade in the very near future.

"I am by no means a pessimist, but I feel that we cannot look for a continuance of such a home trade and business prosperity as was ours last year and the early part of this year. Few of us ever experienced anything like it before, and I doubt if we ever will again. This has been particularly the case in regard to iron products, and has resulted in expansion that would necessitate a search for other markets for some surplus products when things settle down to a smaller or normal demand in the near future.

"Our home trade will be in a healthier condition than now. The overtrading, induced by rapidly-advancing prices is over, and manufacturers must now wait until the goods then bought are consumed, when I think we may look for a fair and steady demand for our products, and with this a healthy growth of manufacturing industries."

MR. J. H. WALKER.

Mr. J. H. Walker, of Walkerville, in responding to this toast, briefly expressed his pleasure at being present from the western part of the Province to extend his greetings to the Manufacturers' Association.

Although coming from a town small in size, he was delighted to say that it was in every sense a manufacturing town; that industries were springing up in it in different lines, and that within a few years the town of Walkerville would be a hive of manufacturing industry.

What had been done in this one small town in Ontario should be done in many others throughout Canada, and he trusted that the date was not far distant when this would be fully accomplished.

### SISTER INSTITUTIONS

JAS. P. MURRAY.

Mr. President: "In rising to propose the next toast, I wish to take the opportunity to give expression to the gratification I feel at the great success attending our annual meeting and the very great success of this banquet.

"The Association in its renewed life of the past half-year has shown to Canadians at large that we have been for years too long satisfied with things as they were, but, sir, a new day has dawned, and our manufacturers are drawing together to give battle to their competitors all over the world. We have set before ourselves a task which will bring to our land the best results, which will be better than our emigration agent or public advertiser. The enlargement of our factories means more labor, and the extension of our markets will be our best advertisement.

"The toast with which I have been honored for its proposal is our 'Sister

Societies," coupled with the names of Mr. Miles, the vice-president of the Board of Trade of Montreal; Mr. Ames, vice-president of the Board of Trade of Toronto; Dr. Smith, president Exhibition Association; Mr. Rice, president Millers' Association, and Mr. Shaw, secretary of the Furniture-men's Association.

"Trespassing for a moment on your patience, I would wish to refer to a few items I noted in the different speeches of this evening, and I will be very brief, merely referring to them.

"In the first place, all outlying parts of the Empire are referred to as colonies and their residents as colonials. Sir, in Canada, we are no longer a dependency, nor is Australasia, and we should be entitled to some other more appropriate name than colonials.

"Again, sir, the people of the United States have mostly always been spoken of to-night as 'Americans' and their flag as the American flag. With all respect for them, I claim they have no title to be so called. The whole country was British before some of them rebelled, but the great part of this Northern American continent is British and will stay British, and if the title American could be usurped by any one part of the people of this northern hemisphere, Canada has that claim. There is not and cannot be an American flag.

"Another reference was made to England's army, English glory, etc. Why, sir, where do the Irish, Scotch, Australians and Canadians come in? We are all proud of all that England does, but, in what all the Empire helps, particularly the army and navy, no prouder title can be given than British, which embraces us all.

"It gives me great pleasure to have with us so many live men from other associations. With reference to the Board of Trade of Montreal. We in Toronto are looking to see if they are continuing the work of pushing on its harbor works. Every port in Canada must look ahead of the times and prepare for the large export business which will grow. We want our Canadian ports to benefit by the work done by this Association, and Montreal being so favorably positioned should be the first to be prepared.

"So closely allied with the Toronto Board of Trade, many of our members being also members of that body, it will not be necessary to refer to it more than to say we are glad to have it so well represented here to-night.

"In the Industrial Exhibition, the progress it continues to make must be gratifying to all Canada. Our annual exhibition should no longer be called the 'Toronto Exhibition.' It has become a national institution, and ought now to be spoken of as the 'Canadian' Industrial Exhibition.

"We hope that the Millers' Association and the Furniture Association will soon see the advantage of joining the Canadian



Manufacturers as the 'Millers' Guild' and the 'Furniture Guild'.

"I have much pleasure, sir, in proposing the toast of our 'Sister Societies.'"

A. E. AMES, TORONTO BOARD OF TRADE.

"We have had so many excellent speeches, and the hour is so advanced, that if I were to take up much of your time I should display great courage, but small discretion. I wish, however, to thank the president and officers of the Canadian Manufacturers' Association and the corporation of the city of Toronto for the honor done the Toronto Board of Trade by inviting one of their officers to so important a function. I regret, as you all do, that Mr. Kemp, President of the Board, is not able to be here through his absence in the Old Country, where, as a delegate to the Congress of the Chambers of Commerce of the Empire, he has been doing all he can to advance the interests of Canada. I am very glad to see here Mr. Miles, Vice-President of the Montreal Board of Trade, and my remarks are brief, partly because of the hope that in following me Mr. Miles will feel free to give us the important message which he no doubt has on behalf of the Montreal Board of Trade. The Toronto Board of Trade, as you know, you have always with you, and you may count upon their supporting anything which this Association may desire to see advanced in the interests of the country as a whole."

HENRY MILES, MONTREAL BOARD OF TRADE.

"I have pleasure in rising to respond to the toast of sister organizations. I am sure it is with pleasure indeed, that I extend to you the heartiest greetings from the Montreal Board of Trade, which I have the honor of representing here to-night. It is my regret, however, that our president has been unable to attend, and, through which fact, I fear you will miss much that would have been of interest on this occasion.

#### HARBOR IMPROVEMENTS.

"The proposer of this toast has asked me to say something in regard to the position of the harbor improvements at the port of Montreal. The idea that has found expression here in regard to this is not altogether correct. While I must admit that the plan of improvements adopted was a compromise, still, there can be no doubt but that the port of Montreal will, in its carrying out, be the best equipped port on this continent. We waited long and took the best we could rather than wait longer. Those who sought one or other of the different schemes for securing improved shipping facility may or may not have been mistaken. At all events, I am able to assure you that progress has been made with the improvements undertaken and we can look forward in the near future to having at Montreal port facilities worthy of the Dominion, and such as will enable the cheapest handling of the various commodities and manufactures that will pass inward or outward.

"The natural position of Montreal at the head of ocean navigation places that city in a position to claim what she has done from the Federal authorities of this country. We have claimed the recognition of Montreal as the national port of the Dominion, and I have pleasure indeed to-night in publicly expressing a word of thanks from the Montreal Board of Trade to those gentlemen of Toronto and Ontario who have extended their support by word and action towards securing that recognition—towards securing the aid we have and will receive from the Government of the country. There was a time, perhaps, when we were not all as broad-minded as we are to-day. We will not individualize—there were individual jealousies and the jealousies of cities. We have all risen above that narrow lane, I am happy to say, which, while it could benefit none, does detriment to all.

"The interests of Toronto and the West are distinctly the same as the interests of Montreal. Montreal, being the city which Nature has placed in its own peculiar position, will benefit as a city and centre of commerce, but it is for the benefit of the whole Dominion that we should have a properly equipped port at that point on the St. Lawrence River. I am sure that all my confreres of the Board of Trade will heartily endorse my expressing to you words of appreciation for the support the national port has received in Ontario. As to the elevators you have referred to, I am sorry to say that the position does not appear very bright at the moment. The contractors have not gone on with the work as was anticipated, yet we can hardly hold our harbor commissioners or business men responsible for the delay. All reasonable business precautions appear to have been taken to secure the construction of the elevators, and to secure at the same time to the public the fullest control of the public property to be used for this purpose. It will be a blow to us for the time being should the undertaking of the contractors remain unfulfilled. The penalty applicable will, of course, in no sense make good—to either the port or the business of the country—the possession actually of an up-to-date grain elevating facility.

#### INSOLVENCY LAW.

"I am pleased, indeed, to be here to-night and to respond to this toast, which has been so heartily received. Our Board of Trade, is, I believe, a worthy sister institution. We have a very large membership—something over 1,000, I believe. Our aims and objects are like yours, for the most part—in fact, solely in the interest of the trade and commerce of the country. I was glad to learn this evening that your Association is still actively continuing the campaign in favor of insolvency legislation. This is a subject upon which the board I represent has made great exertion and without, I regret to say, any apparent success.

We deem this legislation a necessity, for the fair and good name of Canada in foreign lands, and, as the country grows, an ever-growing necessity for our actual home needs. The equitable distribution of a debtor's assets, is the main principle involved. We have good laws in some of the Provinces, but in others the most unjust and dishonest practices despoil the creditor of his right and due. We certainly want a uniform law for the Dominion, and I trust sincerely that all the business organizations in the Dominion will continue to urge upon the Government of the day, with no uncertain voice, an absolute demand for this legislation. I have two thoughts that I would like to place before you to-night, with the hope that possibly your Association may, upon the occasion of your next meeting, take an interest that I believe it can be shown the ideas merit.

#### IMMIGRATION.

"We have all been delighted to-night in hearing the various statements in regard to the export or foreign trade of Canada. No one here will certainly seek to minimize the force of the facts that have been placed before us. The thought I have on this subject is in regard to the home market for the Canadian manufacturer. Must it not be admitted that the home market is the more profitable? This is undoubtedly a fact not requiring argument, but, the question is, how can we extend the home market? It seems to me that your great Association of the manufacturers of Canada should devote some time at your meeting to questions more important perhaps than those of the passing hour. The building up of the home market is a work not for a year, but for a generation. An increased population is the direction in which only we can look for a larger home market. This takes us to the question immediately of immigration—why should not the Manufacturers' Association apply their energy, business experience and talent to this question, and advise with our Government as to improving the system as to immigration to the end of securing increased numbers of satisfactory immigrants, while at the same time excluding the pauper element—a present danger?

#### EDUCATION.

"The other thought I have is in regard to commercial education. It was with great pleasure that I heard the Premier of Ontario promise assistance in the direction of technical education. Why should not commercial education be afforded to all the commercial classes? Is there a manufacturer in this room that has not at some time or other felt the disadvantage involved in his having been deprived of an education comparative to that extended freely to the doctor, the lawyer, and the notary? Commerce, including the manufacturers' interest, should be treated, I claim, more as a profession, and I feel that the institution of intelligent business courses in our universities, and under the assistance of our Provincial Governments, would place the manufacturers



and merchants of this country still further in the front rank of the manufacturers and merchants of the world.

"I trust you may give this subject consideration, also, when you next meet. The question of immigration is important as a foundation for the future and greater prosperity, and commercial education of importance to brighten up the mind and shape the intellect of those who will conduct the business of the country in its various branches to a more magnificent development even than has been laid before you to-night.

"My friend, Mr. Ballantyne, has suggested that your Association should hold its next annual meeting at Montreal. I take pleasure in seconding this proposal. Your Association is universally Canadian in name—why not make it so in fact by coming down to Montreal and enrolling all of our manufacturers under your banner, increasing your strength as an organization and making the manufacturers truly hand-in-hand throughout the Dominion, a power in the land, upholding, as you ever will, the interest and voice of industry and commerce?

"I can assure you, in the name of our board of trade, a hearty welcome to our city, and your visit will afford the keenest gratification and pleasure at the present time.

"In conclusion, I would again express the pleasure I experience in being with you to-night upon the occasion of your magnificent banquet. I thank you for extending your hospitable courtesy to the Montreal Board of Trade that enabled my being present, and in thanking you I desire to express for the sister institution I have the honor to represent heartiest and best wishes for the prosperity of the Canadian Manufacturers' Association."

H. L. RICE, DOMINION MILLERS' ASSOCIATION.

In response to the toast "Sister Organizations," Mr. H. L. Rice of St. Marys, Ont., president of the Dominion Millers' Association, spoke on behalf of that organization as follows:

The Association desire to express their thanks to the Canadian Manufacturers' Association for their kind invitation to partake of their hospitality, the splendid banquet just enjoyed. It had been a very great pleasure to them also to listen to the eloquent speeches of the distinguished guests of the evening.

All classes of manufacturers had been represented, and now he stood before them as the representative of the brotherhood of "Dusties," whose business it was to manufacture the staff of life, and as, without this great essential of human existence, no other form of manufacture could be carried on, he thought, perhaps, the proper term to apply in these circumstances would be not "a sister organization," but "the mother organization."

While millers were known the wide world over as "Dusties," milling in Ontario for the past few years had not tended to the accumulation of very much of the "Dust" that seemed to accrue from the labors of the other manufacturers present. The causes of the depression in the milling industry were threefold:

1. The difficulty in securing at all times favorable freight rates to insure successful competition in foreign markets with United States millers, and the policy of discrimination on the part of the railways in favor of wheat as against flour in their export rates.

2. The underselling in British markets of soft winter wheat flours by French millers, who received from their Government a bounty of a shilling a sack on all flour exported.

3. The deterioration in quality of Ontario wheat through the introduction of certain new varieties, that, while yielding abundantly, were very inferior in bread-making properties.

The millers were aiming to overcome this latter disadvantage by bringing in for seed some 10,000 or 12,000 bushels of Kansas hard winter wheat, known as "Turkey Red," and distributing it to the farmers at cost. They had pleasure in acknowledging the obligation they were under to the Dominion Government for remitting the duty of 12 cents per bushel upon this wheat, and were grateful for the assistance rendered them by Mr. J. P. McMullen, M.P., in securing this concession.

He was glad to say that the railways were meeting the millers in the matter of freight rates on more reasonable grounds than formerly, and he hoped the day was not far distant when they would see that the exporting of so much of the wheat of the country in the raw state, and not as flour, was a detriment not only to the miller, which is self evident, and to the farmer, who should feed all the offal of this crop on the farm, but also to the railroads themselves, by reason of the much smaller offerings of freight of all classes of farm produce, such as cattle and their products, butter and cheese, hogs and hog products, etc., which would largely increase if all the offal of the wheat were available at moderate prices, which would be the case under a heavier export of flour and a lighter export of wheat.

He believed that with these two drawbacks in a fair way of being remedied, two things further would place the milling interests of this country on a sound footing. First, the admission of Newfoundland into the Confederation, and, second, reciprocal preferential trade with Great Britain, both of which secured were a "consummation devoutly to be wished for," both by farmers and millers.

He had much pleasure in responding to the toast just proposed on behalf of the Dominion Millers' Association.

J. R. SHAW.

"Mr. President and Gentlemen: I gratefully acknowledge the kind consideration which prompted you to include in your short toast list one to 'Sister Organizations,' and, on behalf of The Canadian Furniture Manufacturers' Association, to thank you most heartily for the enthusiastic manner in which you have honored same.

"I must take exception to the claim made by the representative of the Dominion Millers' Association that their organization is the pioneer trade organization. I claim this honor for the Furniture Association. There may perhaps have been trade associations in Canada older than ours, but there is none now in existence as old.

"For many long years the furniture manufacturers have held aloft the banner of union and organization, and, as secretary, I know of not a few organizations which have obtained from us a ground plan, and founded their association on the lines by us laid out. The man who expects to pay a certain sum for membership and be repaid the amount he pays the treasurer, makes a poor member. Such a man is no friend to his co-worker in the same field, does not honor his guild nor love his country. I acknowledge that many meetings are held at which nothing tangible is accomplished, and that often members complain that the meeting was a waste of time. We have proved this not to be true, but, on the contrary, recognize that even if we accomplish nothing more than forming each others acquaintance, we accomplish a great deal.

"Personal regard for a business competitor is the surest guarantee one can have of fair dealing and legitimate competition. Our association cultivated this idea until our meetings became 'reunions.' When we got this far we found no difficulty in applying general rules of business to the trade which, on the whole, have been well observed without the necessity of bonds, fines or penalties.

"We changed the long term credits to a fairly uniform system of 30 and 60 days. We have agreed on our trade policy irrespective of politics. We have an internal system of credit exchanges not equalled by any trade organization in existence. We act unitedly in the matter of winding up insolvent estates, and we stand, through our secretary and solicitor, ready and willing to give advice and assistance to any honest but unfortunate retailer.

"While not wishing to detract from the usefulness of Government agents in the extension of export trade, we have taken the matter up vigorously and independently. Our Association alone and unassisted sent, some years ago, a representative to Australia to open up trade there. The result of this move was most encouraging. While some, in fact, a majority of the manufacturers were unable to avail themselves of the opportunities offered, others were, and



to-day a large and ever-increasing trade is being done in Australia by some of our factories, thus diverting a certain quantity of the output which would have come in competition in the home market, and indirectly benefiting those manufacturers who did not export.

"Our next move was even bolder. We formed a joint stock company among ourselves called The Furniture Manufacturers' Exporting Company of Ontario, Canada, Limited, established warerooms in Liverpool, England, and have a staff of 15 men there now unpacking, setting-up and reshipping furniture shipped to this company by the factories who are stockholders in same. I cannot recommend too highly this plan which has enabled the smaller manufacturer to participate in export trade which his limited capital would otherwise have prohibited.

"Mr. President, I beg to thank you for the invitation received from your secretary, to join the Canadian Manufacturers' Association as a body, and become the Furniture Manufacturers' branch of same. We appreciate the compliment, but are forced to decline your kind invitation.

"While in no wise wishing to detract or minimize the power and usefulness of your big Association, we feel that we can best subserve our own interests by continuing our own Association, of which we are so justly proud.

"The matter was considered in meeting this afternoon, and this is our decision. At the same time we recognize that such an Association as yours is absolutely necessary to voice the views of the manufacturers of Canada. More necessary now than ever with our continually expanding and increasing internal and export trade. We, therefore, unanimously passed a resolution requesting our members to become independent members of your Association.

"Before concluding, allow me, on behalf of the furniture manufacturers, to again thank you for your generous hospitality and for the opportunity you have afforded the country of seeing how great has been its industrial advancement."

### ENTERTAINMENT OF THE LADIES.

THE Executive and Reception Committees of the Association took special pains to see that, while the members of the Association were engaged in deliberations in the Temple Building, the ladies attending the city with them were also looked after with the greatest care.

At 2.30 p.m. carriages called for the visiting ladies at the Temple Building and also at the Board of Trade Building, and started on a tour of the city. The arrangements for this drive were in the care of Ald. Leslie, chairman of the Reception Committee of the city council, and Mr. J. A. Somers, also of the city hall. A very complete drive around the city was outlined and the

principal public buildings visited. The arrangement of the drive was most satisfactory, and reflected great credit on the two gentlemen who had it in charge.

The conclusion of the drive brought the ladies to the Exhibition grounds at 5.30 p.m., where they were entertained in the Directors' lunch room to supper at 6 o'clock. After this they proceeded to the grand stand where seats had been reserved for the full number attending. Here, the ladies enjoyed, to the full, the splendid programme of attractions that was this year provided by the Industrial Exhibition Association for their visitors to the grand stand. It was an ideal night for a visit to the Exhibition and the fireworks were especially brilliant.

At the conclusion of the performance the ladies were returned to the respective hotels by carriages, and so ended the day's programme for the ladies.

All expressed themselves as highly delighted with the entertainment and with the hospitality which had been provided for them during their brief stay in Toronto.

### DOMINION MILLERS' ASSOCIATION.

THE annual meeting of the Dominion Millers' Association was held at the Temple building on August 30. An informal social gathering took place in the morning, and at one o'clock the whole party had luncheon with the other members of the Canadian Manufacturers' Association. Then the ladies took carriages for a drive around the city, and afterwards to the Exhibition grounds, where supper was provided for them, and an opportunity afforded them of seeing the fireworks.

The Association got down to business at two o'clock. The treasurer reported a balance on hand of \$473. The secretary reported that 15 new members joined last year, and seven more since July 1 of this year.

The central wheat-buyers' office reported handling 2,450 cars of grain, amounting to over 1,500,000 bushels. Over \$2,000 was carried forward to the credit of profit and loss, making a surplus of over \$10,000 now on hand.

### NEW WHEAT INTRODUCED.

The Executive Committee reported the introduction of Kansas "Turkey Red" wheat for seed. Over 12,000 bushels were imported and distributed to farmers of Ontario at cost. It was allowed in by the Government free of duty. This wheat is said to winter well, and be a good yielder. The object of introducing it is to improve the winter wheat grown in Ontario.

The address of President H. L. Rice, of St. Marys, pointed out that what the millers should keep in mind and work for was to have the wheat manufactured in this country, instead of having it exported

as wheat. Its manufacture would be a benefit to all classes of the community.

Mr. Geo. Goldie, of Ayr, brought up the question of reduced freight rates on wheat. A special committee was appointed to interview the freight agents of the different railroads, and if possible have the grinding in transit for export extended to millers.

### THIS YEAR'S OFFICERS.

Officers of the ensuing year were elected as follows: President, W. H. Meldrum, Peterborough; First Vice-President, J. C. Vanstone, Bowmanville; Second Vice-President, Mr. Bailey, of Hamilton; Treasurer, Wm. Galbraith (re-elected); Executive Committee, J. D. Flavelle, of Lindsay; Geo. Goldie, of Ayr; J. I. A. Hunt, of London; W. McLaughlin, of Toronto; R. L. Rice, of St. Marys; and H. Shaw, of Toronto.

Prof. C. A. Zavitz, of Guelph Agricultural College, opened the discussion on "Wheat-Growing Profitable for Farmer and Miller." Prof. R. Harcourt spoke on "Milling Properties of Wheat as Shown by Analysis." Mr. T. M. Syer, of Thamesville, introduced the topic of "Cost of Making a Barrel of Flour." The day was largely taken up in the discussion of these and other matters of interest to millers.

### THE MANCHESTER SHIP CANAL.

ON Wednesday evening, August 29, the proceedings of the annual meeting of the Canadian Manufacturers' Association and convention of manufacturers were opened by an informal reception in the office of the Association, followed by a lecture in the rotunda of the Toronto Board of Trade at 9.15 p.m.

Fully an hour was very pleasantly spent by the manufacturers who, accompanied by their wives, had come into Toronto to attend the proceedings. Over 200 were present, and the reception formed a very pleasant introduction to the arduous proceedings of the following day. It enabled many of the members to become better acquainted with each other, and prepared them for the discussions which were to take place in the business sessions.

At 9.15 p.m. the chair was taken in the rotunda of the Board of Trade by President J. F. Ellis, who, in a few brief but hearty words of welcome, greeted the manufacturers assembled for this important convention. He spoke of the progress that was being made in manufacturing enterprises in Canada, and of the importance that the Association, as its representative, was attaching to.

Mr. P. W. Ellis, Vice-President of the Association, also welcomed the delegates present from outside Toronto, and in hopeful words referred to the brilliant prospects which were now being opened up to Canadian business men.

On behalf of the corporation of the city of Toronto, Mr. J. K. Leslie, chairman of the Reception Committee, extended a welcome that won the hearts of all those pre-



sent. No one could have any doubt about the sincerity of the welcome which the city was extending to the visiting manufacturers after they had listened to the eloquent words of Alderman Leslie.

After this, the event of the evening took place, namely, the lecture by Mr. R. Dawson

quality as those exhibited by Mr. Harling. Much of the value of the lecture was obtained from the views there shown, and it is only possible here to exhibit photographs of one or two of the most striking of these scenes shown through the course of this most interesting lecture.

facturers' Association as to transportation, freight rates, and classification.

The Valley City Seating Co., Limited, of Dundas, Ont., was accepted as a member of the Association.

The following officers were elected for the ensuing year:

President—Thos. Bell.  
Vice-president—Jas. Baird.  
Treasurer—A. H. Ellis.  
Secretary—J. R. Shaw.

Executive Committee—Messrs. George McLagan, Jas. Baird, J. S. Anthes, W. T. Box, H. B. Smith, and S. Snyder.

Tariff Committee—Messrs. W. B. Rogers, J. S. Knechtel, and A. H. Ellis.

Transportation Committee—Messrs. Jos. Orr, S. M. Snythe, C. A. Greutzner, and Jas. Cline.

Finance Committee—Messrs. E. H. Grove, J. C. Siemon, L. C. Benton.

After a lengthy discussion on transportation, the members concluded it was inadvisable for the Association to take any action at present, as they were not possessed with sufficient information to decide whether all of the several suggestions made would be improvements or not.

It was, therefore, resolved that the Transportation Committee take up the question of freight and commodity rates, and report to the Association.

The secretary stated that the Furniture Manufacturers' Association had been invited to join hands with the Canadian Manufacturers' Association as a branch, and much discussion followed on the subject.

It was resolved, however, that the secretary should acknowledge the invitation of The Canadian Manufacturers' Association to join them, but to inform them that this Association could take no action by which the present independent organization should be affected. That, if a method could be suggested by which this Association could cooperate with theirs, we would be glad to take the matter into consideration, if the present organization would not be affected thereby.

The meeting then adjourned till the call of the president.



AQUEDUCT BEING SWUNG ASIDE TO ALLOW VESSEL TO PASS ON SHIP CANAL BENEATH

Harling, Canadian representative of the Manchester Ship Canal.

Mr. Harling introduced his lecture by outlining briefly the engineering difficulties in the way of this canal and giving a history of its construction and working. He pointed out how many of the engineering feats accomplished in its construction were among the most wonderful in the world.

Following this were a number of admirable views of the Manchester Ship Canal, illustrating the whole distance covered by it. The views show not only the canal and the ships which navigate it with their tons of freight, but also the numerous factories that line its banks.

Transportation by canal has so cheapened and facilitated navigation that numerous factories have been built along its entire length, and these have admirable facilities for the receiving and shipping of their freight. The arrangements for this loading and unloading were all clearly shown in Mr. Harling's views.

Further, the other views illustrated the interior of these factories, and also the interior of many of the large cold storage buildings that have been built for the receipt of perishable goods from foreign countries. It was in this connection that Mr. Harling took occasion to refer to the immense possibilities which lay before Canadian producers in taking advantage of the facilities there afforded.

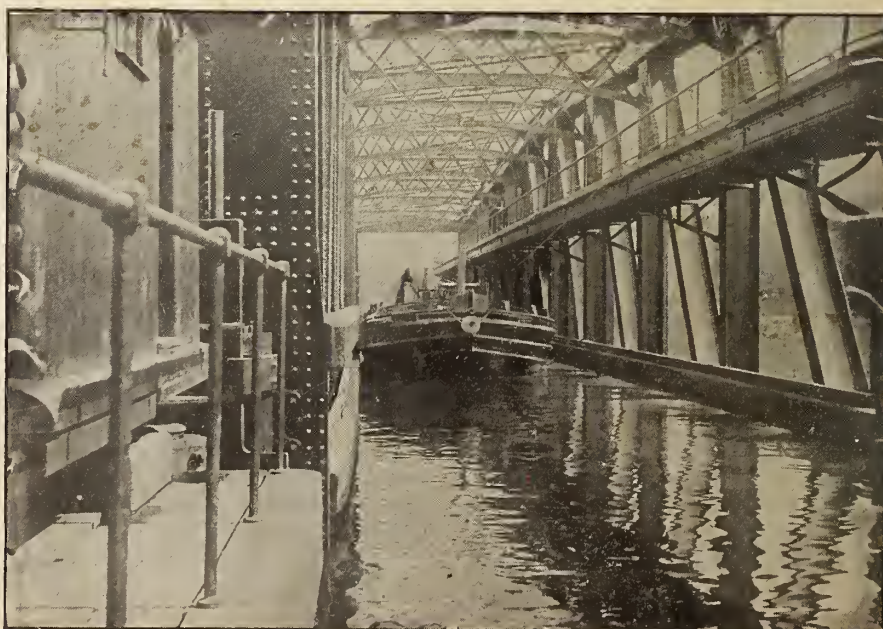
It is impossible, however, to convey any adequate conception of the scope and interest of a lecture that was so profusely illustrated with views of such a high

### THE FURNITURE MANUFACTURERS' ASSOCIATION.

THE furniture manufacturers held their annual meeting at the Walker House, Toronto, August 30, at 1.30 p.m.

The president occupied the chair.

Considerable attention was given to the discussion of the transportation problem, secretary J. R. Shaw explaining the part he had taken as the Association's representative in the investigation by the Toronto Board of Trade and the Canadian Manu-



VESSEL IN AQUEDUCT OVER THE MANCHESTER SHIP CANAL.



# INDUSTRIAL CANADA

ISSUED BY

The Canadian Manufacturers' Association.

Vol. I.

TORONTO, OCTOBER 20, 1900.

No. 5.

## MR. WALKER'S ADDRESS.

UNFORTUNATELY, the Association was not in possession of the full text of the admirable address delivered by Mr. B. E. Walker, general manager of the Bank of Commerce, at the banquet given under the auspices of the Manufacturers' Association on August 30 last. The address was particularly interesting and conveyed many lessons of advantage to our manufacturers. It is here given in detail as delivered by Mr. Walker that evening:

Mr. Walker: "In one of the many articles published lately regarding China, the writer emphasizes in an unusually clear manner the difference between the Oriental and the Occidental nations in the matter of progress. The Western nations are chiefly concerned in improving their mental and material conditions, and accept unreservedly the doctrine that we must progress or fail in the purpose for which we were placed on the earth. The Eastern nations are neither concerned about mental conditions nor about material conditions beyond the never-ending struggle for the daily bread or rice, and they not only do not accept the doctrine of progress—they hate progress. It is, therefore, somewhat startling when we reflect that the nations averse to progress constitute the overwhelming majority of mankind, while the nations who believe in progress are but a trifling remnant, and one might consider for a moment whether the philosophy of evolution, of which progress in the social condition of man is but a part, is after all a mistake. Progress, however, is a matter of energy, and an energetic nation is of more value than all the inert nations put together.

"When, therefore, one regards the varying degrees of energy; the Oriental calm; the Latin nations who represented the energy of the Renaissance, but who are now decaying; old England in the plenitude of power, but along certain lines of national life, at or past her prime; the United States with a splendid future but already struggling with some of the troublesome features incident to a century of amazing progress; how exhilarating must it be to a Canadian to feel that we have just enough of history to make us sure of our future. We have all the vivid pleasures of the prospect with few regrets in the retrospect. Canada is like young Orlando. It has wrestled with and thrown the giant necessity and is only now

well-breathed for the great trade contest in which the nations are struggling. We often have occasion to remember that in talking to those who are not Canadians about the resources we are destined to exploit, it is well to keep a long measure within the boundaries of truth, because the precise truth is not likely to be believed. This is not strange when we consider how slow we have been ourselves in accepting the truth about our Northern country. But, in speaking as a Canadian to Canadians, we need not be afraid to say that in the woods of our forests, the grain fields and grazing lands and the vast unbroken areas fit for such use, the mines, the water-powers, and the life in all the seas of the three oceans that wash our shores, we have possibilities so great that no one can guess the outcome in national progress. Let us not fail to remember that we did not create these resources. We have been, however, allowed by some fortunate accident to enter upon and possess them, and we had better bear steadily in mind that we shall be called upon to account for our stewardship.

"Some parts of Canada are 250 years old, but, for practical purposes, the country is not 50 years old. The political organization of the Dominion is, nominally, 33 years old, but it again is practically less than 25 years old. In 1800 we were still only fur-traders; in 1840 we exported a little timber; in 1860 we had a little grain to spare. Fifty years ago the export of all kinds of farm produce from Upper Canada was only \$5,000,000 in a year. Now the foreign trade of Canada, exports and imports, amounts to \$1,000,000 a day. I will not, however, indulge in statistics, as the Hon. Mr. Paterson has spoken fully on this point, but I will ask you to let me say a few words as to what we may reasonably expect in building up a foreign market for our manufactures. How did England build up her present enormous trade? Not hastily, as we seem to expect, but by over 300 years, in which failure seemed often to overbalance success. If we look back to those Bristol Antonios sending their ships out into the uncharted seas, bearing the fortune or ruin, which resulted without the protection of insurance companies; if we think of later men like Cook and Vancouver charting the wide seas; if we think of that gigantic navy—the envy of all other nations—policing the seven seas in the interest of British commerce, should we expect that foreign trade will come to us for the asking?

## NOTICES.

The regular monthly meeting of the Executive Committee will be held in the Council Chamber, Board of Trade, Toronto, at 2 p.m. on Tuesday, November 13.

Any members of the Association not residing in Toronto, but in the city on that day, are invited to attend.

The members of the Executive Committee will meet at lunch at Harry Webb's, at 1 p.m., prior to the Executive meeting.

"I was living in New York when Blaine, having accomplished his treaties, hoped to capture for the United States the trade of the South-American Republics, and I remember that a New York merchant asked me if it was not fair to suppose that the United States would now take the bulk of this trade from Great Britain and Europe. I answered that if the United States could make any particular article much cheaper than other nations she could have the trade in that article without legislation, but, other things being reasonably equal, she must alter many of the conditions of her foreign trade before Europe would lose the commerce of South America. She must be able to send her mails to South America without the letters going to London first. She must own her own ships, so that the freight paid to foreign ships would not constitute such a tax upon the trade of the United States as it then did. She must be able to insure her own goods, so that Europe would not take most of the underwriters' profit. She must have her own banks, with international relations, so as not to pay a profit to London on the settlement of every transaction. And, finally, she must be ready to buy a good many of those public and private securities which, in a new country, importing more than it exports, are really the source by which the balance of trade is settled.

"Some of these disadvantages are being rapidly removed, not however that of inadequate banking facilities, which the United States still labors under, but which facilities we do not lack. Many of the other disadvantages confront Canada and it is well to honestly recognize this, especially when



questions of ocean transportation come up for discussion. But even if we are able to produce some article here which is wanted abroad and which we are able to sell at the right price, what may we expect in the matter of building up a trade in that particular article? In 1866 I remember that the banker with whom I was employed took for collection from the old Sawyer firm in Hamilton, a draft for about £100 on a commission merchant in Australia who had been enterprising enough to order from the Sawyers some agricultural implements. He had not been able to sell the machines and when the draft came back the protest fees were \$27. The commission merchant had moved two or three times and the notaries were quite willing to follow him about if they could earn the high fee paid in those days. That was rather a gloomy outlook for the implement business in Australia, but it is now a business of splendid proportions and I have no doubt that Mr. Walter Massey, when he speaks to you, will tell you just how much the present business with Australia amounts to. The history of their foreign business is like that of others which in recent years have been conspicuously successful. We must plant the seed, and if it grows at all at first we must be satisfied. If it grows so slowly as even after a few years to be but a trifling matter, when compared with a manufacturer's home business, he must not be so foolish as to abandon it when his trade at home seems to demand his entire output. This has been the case often in the United States. If he is true to the seed he has planted, and if it grows, no matter how slowly, time will do all the rest.

"Our part as Canadians is to make our goods always up to the sample. Let us make them better than anyone else in the world if we can. We all know the farmer who thinks it clever to fill a barrel with bad fruit and cover it with three layers of his best greenings. We all know the manufacturer who does not finish goods for South Africa quite as carefully as if they were going, say, to Hamilton. We all know the city paving contractor who thinks his chief interest in life is to lay his pavement as badly as the inspector will permit. These are types we all recognize, but types of what? Types of fools! No matter how clever they may think themselves, every experienced business man knows that they are fools. But, unfortunately, they are worse than fools; they are traitors to Canada. It takes the good work of a hundred honest Canadians to undo the mischief of each fool of this kind. It is the fool who does not quite believe that only honesty pays.

"We should all feel very thankful that the Canadian Manufacturers' Association has been able to bring about this fine gathering of Canadians interested in our foreign trade. It has a great work ahead of it and if it steers clear of politics it can exert a great influence in such legislation as may affect our foreign trade conditions. If it does its

part, if our manufacturers, our bankers, our legislators, our journalists, if indeed each Canadian does his part, we cannot fail to grow until we are one of the four or five nations who lead in the commerce of the world."

### EXECUTIVE COMMITTEE.

THE regular monthly meeting of the Executive was held in the Council Chamber of the Toronto Board of Trade, October 9, at 2 p.m.

Mr. P. W. Ellis occupied the chair.

Others present were: Messrs. F. Stanley, J. O. Thorn, S. M. Wickett, Fred. B. Fetherstonhaugh, John M. Taylor, John F. Ellis, W. K. George, John Bayne MacLean, Geo. E. Evans, W. K. McNaught, J. E. Maybee, Sydney Jones, W. J. McMurtry, A. W. Allen, E. G. Gooderham, P. H. Burton.

The minutes of last meeting were read and adopted.

A communication was received from the British Consul in Valparaiso, Chili, in response to the Trade Index sent to him in July, acknowledging receipt of the same, and offering to give every assistance to Canadians seeking to do a trade in that country.

The secretary was instructed to suitably acknowledge the receipt of this interesting letter, and to publish it in INDUSTRIAL CANADA.

Messrs. Thomson, Henderson & Bell wrote reminding the members of the Association of the necessity of those firms which have been doing business in the Province, and are not incorporated under the statutes of the Province, registering with the Provincial Secretary prior to November 1, under penalty of a heavy fine. The secretary was instructed to thank Messrs. Thomson, Henderson & Bell for this valuable information.

### GLASGOW EXHIBITION.

A letter was received from Hon. Sydney Fisher, Minister of Agriculture, dealing with the Glasgow Exhibition, and stating arrangements for the Canadian exhibit there.

Moved by Mr. Fetherstonhaugh, seconded by Mr. McMurtry, that the secretary urge upon the Minister of Agriculture the necessity of having as complete an exhibit at this exhibition as possible, if any exhibit of manufactured goods is attempted.—Carried.

Moved by Mr. McNaught, seconded by Mr. McMurtry, that it is the opinion of this committee that it would be much more advantageous to have the whole Canadian exhibition in one building, rather than divided into two or more parts.—Carried.

Mr. F. C. Wolfenden, British Columbia Vice-President of the Association, wrote, expressing his desire to meet with the members of the Association in December to discuss British Columbian matters.

Moved by Mr. Thorn, seconded by Mr. MacLean, that the committee arrange for a

special meeting in December, at which Mr. Wolfenden might discuss with our members matters that are of particular interest to British Columbia.—Carried.

A letter from Messrs. Pickford and Black was received, stating that it might be possible to arrange for an exhibit of part of the Jamaican products at the rooms of the Association, in order to stimulate trade with the West Indies.

### COMMERCIAL INTELLIGENCE.

Mr. S. M. Wickett presented the report of the Commercial Intelligence Committee, stating that a communication had been sent to the Minister of Customs re the issue of the monthly returns, re recommendations respecting postal insurance, re action to have the rate on marine insurance reduced, re the income tax in England, and means taken to have this matter fairly settled. Also the action necessary for meeting the Assessment Commissioner to deal with the question of assessment on all manufactured goods, and, finally, the invitation from the Census Commissioner, asking the privilege of meeting with members of the Association to discuss improvement in the census schedules relating to manufactures.

Moved by Mr. Wickett, seconded by Mr. George, that the report be adopted.—Carried.

It was further resolved that the Commercial Intelligence Committee confer with the Reception Committee to arrange for evening meetings at which important matters could be discussed during the winter months. The subjects might include the "Factory Costs Account" and such subjects of interest.

### RESOLUTION RE CANADIAN SHIPPING.

Moved by Mr. J. O. Thorn, seconded by Mr. W. K. George:

Whereas: At the present time there is a possibility of the serious curtailment of Canadian shipping through excessive marine insurance rates;

And Whereas: There is a tendency in the part of our railway companies to divert trade to American ports;

Be it resolved: That the Executive of this Association place itself on record as being strongly of the opinion that every effort should be made to increase the shipping facilities afforded at our Canadian ports;

And be it further resolved: That this Association offer its hearty cooperation to the Boards of Trade, situated at the various shipping ports of the Dominion, in any concerted action which has for its object the increase of Canadian shipping from Canadian ports.

Moved by Mr. McNaught, seconded by Mr. Roden, that the Commercial Intelligence Committee be given power to meet the Census Commissioner and discuss with him improvements in the census schedules.

### MEMBERSHIP.

In the absence of the chairman the secretary read the report of the Industry and Membership Committee which recommended



the acceptance of the following firms as members of the Association:

The Boston Wood Rim Co.....Toronto  
 Toronto Brass Co.....Toronto  
 The A. R. Williams Machinery Co.,  
 Limited.....Toronto  
 The Brown-Searle Ptg. Co.....Toronto  
 The Canadian Corundum Co.....Toronto  
 The Stewart Hartshorn Co.....Toronto  
 E. H. Heaps & Co.....Vancouver, B.C.  
 Jenckes Machine Co.....Sherbrooke, P.Q.  
 Ness, McLaren & Bate.....Montreal  
 Canadian Packing Co.....London  
 P. D. Dods & Co.....Toronto  
 Monetary Times Ptg. Co.....Toronto  
 The Dunlop Tire Co.....Toronto  
 Canada Metal Co.....Toronto  
 Paterson Mfg. Co., Montreal & Toronto  
 Geo. Mathews & Co.....Peterboro'  
 A. B. Jardine & Co.....Hespeler  
 Tudhope Carriage Co.....Orillia  
 Geo. Gale & Sons .....Waterville, Que.  
 Henry Corby.....Belleville  
 The J. D. King Co., Limited.....Toronto  
 Canadian Goldfields, Limited.....Deloro

These members were proposed as follows:  
 F. H. Wright, 4; W. K. George, 2; R. E.  
 Menzie, 1; Geo. E. Evans, 1; C. H. Mortimer,  
 1; J. B. MacLean, 1; J. O. Thorn, 12.

The report also outlined the work that  
 had been done by the chairman of the com-  
 mittee in Halifax; the arrangements that  
 had been made by Mr. Ballantyne in Mont-  
 real and recommended for the purpose  
 of bringing the fees to an equality with the  
 Association year that members of the Asso-  
 ciation who joined prior to the issue of the  
 last Trade Index should pay a fee of \$5.75 to  
 bring their fee up in full to the end of the  
 fiscal year, namely, July 31.

Moved by Mr. Roden, seconded by Mr.  
 Ellis, that the report be adopted.

#### MONTREAL MANUFACTURERS.

The secretary read the communication of  
 Mr. Ballantyne to have a meeting of the  
 Montreal manufacturers on the 16th inst.  
 to meet with representatives from the  
 Canadian Manufacturers' Association to  
 discuss membership.

Moved by Mr. McNaught, seconded by  
 Mr. McMurtry, that the president and  
 secretary meet the Montreal manufacturers  
 on the date suggested, and that the secre-  
 tary let our Montreal members know of the  
 meeting.

#### PARLIAMENTARY COMMITTEE.

Mr. J. O. Thorn presented the report of  
 the Parliamentary Committee, dealing with  
 the Patent Office; insolvency legislation;  
 bank legislation and the inspection of  
 elevators.

Moved by Mr. Thorn, seconded by Mr.  
 Gooderham, that the report be adopted.

Moved by Mr. McNaught, seconded by  
 Mr. George, that the name of Mr. Fether-  
 stonhaugh be recommended to the Parlia-  
 mentary Committee for appointment to  
 that committee.

#### RAILWAY AND TRANSPORTATION.

Mr. J. M. Taylor presented the report of  
 the Railway and Transportation Com-  
 mittee dealing with specific claims of  
 injustice, request for notification of the meet-  
 ings of the Joint Freight Association, the  
 prompt adjustment of claims, etc.

Moved by Mr. Taylor, seconded by Mr.  
 Burton, that the report be adopted.  
 —Carried.

#### RECEPTION COMMITTEE.

Mr. Thos. Roden presented the report  
 of the Reception Committee, recommending  
 that a luncheon be held at Webb's prior to  
 the meeting of the Executive Committee  
 next month, the lunch to take place at 1  
 p.m., and adjourn to meet in committee at  
 2 p.m.

Also that a trip was being arranged to  
 Brantford to meet the manufacturers there,  
 and recommending that as many city  
 members should attend as possible.

Moved by Mr. Roden, seconded by Mr.  
 McNaught, that the report be adopted.—  
 Carried.

#### INDUSTRIAL EXHIBITION.

Mr. McNaught presented the report of  
 the Industrial Exhibition Committee,  
 indicating the work done in that direction,  
 and moved, seconded by Mr. Thorn, that  
 the report be adopted.

Moved by Mr. McNaught, seconded by  
 Mr. Murtry, that a deputation wait on the  
 Premier when in Toronto, to see him with  
 reference to the possibility of a Dominion  
 grant to the Dominion Exhibition next  
 year.

Mr. Thorn asked if anything had been  
 done towards securing increased repre-  
 sentation of manufacturers on the Exhi-  
 bition Association, and Mr. McNaught  
 stated that the matter had not been  
 brought up yet, but would be very shortly.

Mr. Fetherstonhaugh made some inquiry  
 also respecting the organization of the  
 Industrial Exhibition and its connection  
 with the Toronto Electoral District Society.  
 In connection with this matter it was  
 resolved that the secretary look into same  
 and report on it at next meeting.

The meeting then adjourned.

### THE LIBRARY.

The following additions to the library of  
 the Association have been made since the  
 last list was published:

#### Government Reports, Canada—

Agriculture and Dairying.  
 Cattle Quarantines.  
 Lights and Fog Signals.  
 Marine and Fisheries.  
 Militia and Defence.  
 Pacific Cable Correspondence.

#### Government Publications, Canada—

Canadian Archives, 1899.  
 Currents in the Gulf of St. Lawrence.  
 Canada Customs Tariff.  
 Quarterly Militia List of Canada.  
 Official Postal Guide of Canada.  
 Statistical Year Book of Canada, 1899.  
 Report of Proceedings of Congress on  
 Tuberculosis.

#### Directories—

Deutsches Reichsadressbuch für Indus-  
 trie, Gewerbe, und Handel, 2 vols.

Export Merchant Shippers of Great  
 Britain and Ireland.

Handbook of the National Association  
 of Manufacturers.

#### Board of Trade Reports, Addresses, etc.—

Industrial Evolution in Northern On-  
 tario. F. H. Clergue.

Short Line Railway—Toronto to Geor-  
 gian Bay.

Chamber of Commerce and Manufac-  
 turers, Edinburgh—Annual Report.

Board of Trade, Brantford—Annual  
 Report.

#### Technical Education—

Calendar of the Bradford Technical  
 College, 1900-01.

Calendar of the Leicester Municipal  
 Technical and Art School.

#### Tariffs—

Tariffs of Asia, Africa, Australasia, and  
 Polynesia.

Queensland Customs Tariff.

Canada Customs Tariff.

#### Canada at the Paris Exposition, 9 vols.—

Canada—Its History, Productions and  
 Natural Resources.

The Women of Canada.

Official Catalogue of the Canadian  
 Section.

Shooting and Fishing.

Wood Pulp of Canada.

Economic Minerals of Canada.

Agriculture in Canada.

Horticulture in Canada.

Forest Wealth of Canada.

#### Banks and Banking. J. J. McLaren, Q.C.

Commercial Relations of the United States,  
 1899. 2 vols.

Agricultural Returns for Great Britain,  
 1898, 1899.

#### Additional Periodicals—

✓ The Bluenose (Halifax).

Boot and Shoe Trades Journal, London.

British Empire Review.

British Indian Commerce.

British and South Africa Export Gazette.

British Trade Journal.

Bulletins of the United States Depart-  
 ment of Agriculture.

Bulletins of the United States Depart-  
 ment of Labor.

Bulletins of the Inland Revenue Depart-  
 ment, Ottawa.

✓ Canadian Engineer.

✓ Canadian Journal of Fabrics.

Commerce (London, England).

✓ Commercial Gazette, Montreal.

Crop Reports (Washington).

Farm Machinery.

Machinery Market and Exports.

Meat Trades Journal.

Mercantile Guardian.

✓ Monthly Report of the Chartered Banks  
 of Canada.

Le Prix Courant (Groceries).

Textile Recorder.

Wall Street Journal.



# GROWTH OF THE ASSOCIATION.

## NEW MEMBERS.

ALTHOUGH the growth and progress of the Association during the last Association year, which terminated on August 1, was something phenomenal, it promises to be rivalled and even surpassed by the growth in membership and interest during the present year. At the Executive meeting of the Association held on Monday, October 8, 23 new members were added to the list. The representative character of the industries admitted to membership shows the increasing variety of manufacturing interests that are coming into membership in the Association, thus the new members admitted represent some of the most important of our manufacturing enterprises. The following firms have been admitted since the annual meeting of the Association:

The Boston Wood Rim Co., Toronto, manufacturers of bicycle wood rims and saddle cantles.

British Columbia Manufacturing Co., New Westminster, B.C., manufacturers of veneer lumber and boxes.

The Brown-Searle Printing Co., Toronto, printers, etc.

Canada Metal Co., Toronto, manufacturers of babbitt metal.

Canadian Corundum Co., Toronto, manufacturers of mining and milling corundum.

Canadian Gold Fields, Limited, Deloro, Ont., gold miners and manufacturers of arsenic.

The Canadian Manufacturer Publishing Co., Toronto, publishers of The Canadian Manufacturer.

The Canadian Packing Co., London, pork packers, lard refiners and cannery.

Henry Corby, Belleville, Ont., distiller.

P. D. Dods and Co., Toronto, manufacturers of mixed paints, varnishes, white lead, pure colors in oil and japan.

The Dunlop Tire Co., Toronto, manufacturers of pneumatic tires for bicycles and carriages, solid rubber tires and rubber sundries.

Featherstonhaugh and Co., Montreal, patent solicitors.

The Fletcher Manufacturing Co., Toronto, soda water fountains, etc.

Geo. Gale & Sons, Waterville, Que., manufacturers of iron and brass beds.

The Good Roads Machinery Co., Hamilton, manufacturers of "Champion" roadmaking machines, plows, scrapers, graders, rock crushers and macadam spreaders.

E. H. Heaps & Co., Vancouver, B.C., manufacturers of lath, doors, moulding and excelsior packing.

The Hemming Manufacturing Co., Toronto, manufacturers of society jewelry, emblematic pins, fine enameled work, presentation jewels and sporting medals,

A. B. Jardine & Co., Hespeler, Ont., manufacturers of blacksmiths' and machinists' tools.

The Jenckes Machine Co., Sherbrooke, Que., manufacturers of paper and pulp machinery, mining and power machinery.

Jones Bros. & Co., Toronto, manufacturers of barbers' specialties.

The J. D. King Co., Limited, Toronto, manufacturers of fine boots and shoes, and special agents for "Maltese Cross" Rubbers.

Leeming, Miles & Co., Montreal, manufacturers of proprietary articles.

A. & H. Lionais, Montreal, publishers of Le Prix Courant and Tissus et Nouveautés.

The Llama Manufacturing Co., Toronto, manufacturers of fur goods.

The N. T. Lyon Glass Co., Toronto, manufacturers of memorial windows and all kinds of stained glass.

The Geo. Matthews Co., Limited, Peterboro', pork packers and export provision merchants.

The Geo. B. Meadows Co., Toronto, manufacturers of iron, wire and brass, "Bestyet" wire mats, etc.

The Mecredy Manufacturing Syndicate, Stratford, Ont., manufacturers of concentrated fresh egg, and other food products.

The Miln-Bingham Co., Toronto, printers and publishers.

The Monetary Times Printing Co. of Canada, Limited, Toronto, printers and publishers.

Alex. McArthur & Co., Montreal, manufacturers of coal tar products, tar and felt paper.

John McGowan, Alma, Ont., manufacturer of tow, dressed flax, and linseed oil.

A. F. MacLaren & Co., Limited, Toronto, manufacturers of "Imperial" cheese.

National Lithographing Co., Toronto, lithographers, etc.

Ness, McLaren & Bate, Montreal, manufacturers of telephone and electrical supplies.

J. O. Parker & Co., Toronto, brass manufacturers.

The Paterson Manufacturing Co., Montreal and Toronto, manufacturers of building paper, roofing material and builders supplies.

George Reid & Co., Toronto, manufacturers of machinery and mill supplies.

The Stewart Hartshorn Co., Toronto, manufacturers of window shade rollers.

The Toronto Brass Co., Limited, Toronto, manufacturers of all kinds of display fixtures, etc.

The Tudhope Carriage Co., Limited, Orillia, Ont., manufacturers of carriages, cutters, etc.

Warden King & Son, Montreal, founders and manufacturers of "Daisy" hot-water heaters.

George White & Sons Co., Limited, London, manufacturers of portable, traction and stationary engines, threshing machines, boilers, sawmills, etc.

The A. R. Williams Machine Co., Toronto, manufacturers of engines, boilers, iron tools, woodworking machinery, motors, dynamos, shafting, belting, band saws, anvils, etc.

## EXTENSION TO THE ATLANTIC.

Heretofore it has been generally felt that the Manufacturers' Association was something pertaining chiefly to the manufacturers of Ontario, or, at the most, of Ontario and Quebec, but this idea has been dispelled, and the Association will now be thoroughly representative of the manufacturing industries all the way to that hive of industry in Cape Breton.

The following is an account of the organization of the Nova Scotian branch of the Association in Halifax which appeared in The Morning Chronicle, of Saturday, October 6:

"A meeting of the manufacturers of the city was held last evening in the board of trade rooms for the purpose of discussing with Mr. J. P. Murray, of Toronto, the advisability of forming a branch of the Canadian Manufacturers' Association at Halifax. Alexander Stephen occupied the chair, and C. M. Creed was appointed secretary.

"Mr. Murray, in a very comprehensive address, explained the objects and work of the Association, which has existed for 30 years as a local organization, but has been recently reorganized to extend to the whole Dominion. Since the reorganization on a Dominion basis it has done much to advance the interests of Canadian manufacturers, and has aided in securing their rights from railroad corporations and from Governments, thus benefiting the members in a degree that would have been impossible had they labored individually. At present the Association is working to have all the import and export trade of Canada pass through Canadian ports instead of through the ports of Boston and Portland. This was a matter in which Halifax was interested, and a branch should be organized here had it no other object in view.

"The Association published an index of its members in a volume for world distribution, which has proved a great help to those manufacturers seeking a foreign market. It also afforded its members an opportunity of transacting foreign business through Association agents, thus giving each the services of an agent in places where it would not otherwise be possible.

"Mr. D. W. Robb, managing director of the Robb Engineering Company, of Amherst and vice-president of the Canadian Manu-



facturers' Association, who was present, also addressed the meeting, showing the advantages to be derived from connection with the Association. Even though no commercial advantages should result individually, he thought it was a good and patriotic thing to join the Association. In this Province we are only becoming alive to the great natural advantages afforded for manufacturing and shipping. These advantages were greatly superior to those of Ontario, and yet we are far behind Ontario in manufacturing. Mr. Robb thought it time that the people of Nova Scotia put more of their capital into industrial enterprises. He referred to the awakening in Cape Breton, and hoped that the developments there would lead our capitalists to put greater faith in their country.

"Spirited addresses were made by J. C. McIntosh, W. J. Clayton, H. Goudge, J. P. Longard and F. Simson in support of the proposal.

"The following resolution was moved by D. W. Robb, seconded by J. C. McIntosh, and unanimously adopted:

"Resolved, that we now form a branch of the Canadian Manufacturers' Association for Nova Scotia with headquarters at Halifax."

"C. M. Creed was appointed secretary, and the following gentlemen were appointed a committee to lay the merits of the board before absent manufacturers, and, if possible, to secure their cooperation:

"A. Stephens, chairman; J. C. McIntosh, W. J. Clayton, J. P. Longard and F. Simson.

"On motion of Messrs. McIntosh and Longard, a vote of thanks was tendered Mr. Murray for aiding in the organization. The meeting then adjourned until Monday night, when it will convene for the purpose of completing the organization."

### MONTREAL MANUFACTURERS.

FOR some considerable time it has been felt that the Canadian Manufacturers' Association had not as large a membership in the city of Montreal as it should have. This was largely due to the fact that some two years ago a local association was formed in the city of Montreal for the purpose of opposing a Municipal Act passed by the council of the city taxing machinery in manufacturing establishments. The association was successful in its object, but since that time has not devoted itself to other interests than those which it was primarily organized to project, consequently, the interest in its proceedings has somewhat dropped.

With the growth of the Canadian Manufacturers' Association, however, it was felt that the city of Montreal should be just as largely represented in the Association as the city of Toronto. Consequently, a meeting was convened for the purpose of discussing the possibility of the two associa-

tions uniting in some way that would make a strong central organization for the consideration of all subjects that pertain to manufacturing interests.

This meeting took place on Tuesday, October 16, in the Council Chamber of the Montreal Board of Trade. Mr. P. W. Ellis, president of the Canadian Manufacturers' Association, Mr. C. C. Ballantyne, 1st vice-president, Lieut.-Col. J. B. MacLean, of the Executive Committee, Mr. E. Tougas, Quebec vice-president, and Secretary T. A. Russell represented the Canadian Manufacturers' Association.

Among the Montreal manufacturers representing the local Association were Messrs. Frank Paul, Wm. McMaster, John Pillow, Chas. F. Smith, Robert Munro, A. Ramsay, Jeffrey Burland, Geo. Esplin, Geo. Sadler, E. MacDougall, J. Braidwood, S. Coulson, J. MacFarlane, Senator J. B. Rolland, Wm. Smail, Robt. Mitchell, Andrew Brown, Mr. McCormack.

Mr. Frank Paul occupied the chair, and briefly explained the objects of the meeting, and called upon Mr. P. W. Ellis to explain the scope and objects of the Canadian Manufacturers' Association.

Mr. Ellis in his remarks referred to the striking progress that is being made at the present time in manufacturing enterprises throughout the whole of Canada, and to the consequent necessity of a strong organization which will adequately represent the manufacturers' interests at any time. He felt confident that when the next census was taken that it would be found that Canada was not only a rich agricultural country, but that her manufactures and commerce occupied a very important place in her national wealth.

He then outlined the work of the Association, which was in no sense local in its scope. It had its headquarters in the city of Toronto, but included in its membership manufacturers situated in six out of the seven Provinces of the Dominion, and had more members outside of the city of Toronto than from the city itself. Consequently, the Association was national in its organization and aims. Further, it represented an amount of capital which should at any time entitle its recommendations to the consideration of any party to whom they might be directed.

He then passed on to review the work of the Association in general, touching upon its duties in connection with Parliamentary measures, and the absolute need of this in view of the fact that the wealthy banking and transportation agencies of to-day have their legal representatives closely watching any measure introduced in the Legislative halls.

He referred to the urgent need there was for an adequate system of controlling and regulating our transportation agencies. This work was already being done by the Canadian Manufacturers' Association, but, in order to carry it out effectively, it was necessary that it should have the backing

and support of every manufacturer in Canada, and, more especially, of those situated in its largest city—Montreal. He, therefore, cordially invited the Montreal manufacturers individually, and as a local organization, to become members of the Canadian Manufacturers' Association, feeling confident that, in so doing, they would aid in the formation of an organization which should be the strongest and most influential in the land.

Secretary T. A. Russell then followed, outlining in a little more detail the work that was being done by the Association through its various committees.

He touched upon the organization of the Executive, with its vice-president from each Province, and with its regular monthly meeting held on a fixed date, so that out-of-Toronto members might make it convenient to attend.

The specific work that had been done by the Parliamentary Committee and the subjects at present being considered by it were referred to.

The work of the Commercial Intelligence Committee in suggesting improvements to the monthly returns of trade and navigation; in improving the census, and in the securing of improved postal facilities, was explained.

The difficulties attendant to the transportation question had also been touched upon by the Committee, and required further study and assistance from manufacturers.

He explained also in detail the work of the office of the Association in collecting and tabulating statistical information; in acquiring reliable information relating to foreign countries, their wants, their tariffs and systems of Government, and many other features of statistical and commercial information that could be obtained through the central office.

The meeting was then thrown open for discussion as to the possibility of the Montreal Association becoming part of the Canadian Manufacturers' Association.

Many speakers expressed themselves, and all with one accord agreed that it was absolutely necessary that we should have a strong Canadian organization, and that some means of affiliating the local association in Montreal with the Canadian Association, was absolutely necessary.

The one difficulty was the financial one. Members felt that it was very highly desirable that the fee of the Association should, if possible, be kept down to \$10.00, so that no manufacturer, whether his industry be small or not, should be prevented from becoming a member. This fee could scarcely admit of a division by which a certain amount should go to the local association and a certain amount to the head office, because, when once this principle were established, it would be necessary to also carry it out in many other centres, and, consequently, the true aim of the



Association—to build up a strong central organization—would be defeated through its extension to smaller branches.

The meeting therefore expressed itself in favor of affiliating with the Canadian Association, and appointed a small committee to confer with the representatives from the Canadian Manufacturers' Association as to the basis of arrangement.

This meeting was convened immediately after the general meeting broke up, and after considerable discussion it was felt that the central association should be the dominant feature in the organization. Consequently, the committee resolved to recommend to the Montreal Manufacturers' Association that it become a part of the Canadian Manufacturers' Association, and that all the fees of the members should be paid direct to the head office, and that disbursements, whether for general or local purposes, should be made also from the head office.

That, at the same time, the Montreal members should be given adequate representation on the Executive of the Association and should also have a local committee for the consideration of any questions of municipal or Provincial interest that might come up; and that if necessary they have a secretary whose expenses should be paid for through the general fund.

With this understanding the meeting broke up; the members on both sides being thoroughly satisfied with the arrangement that had been arrived at. When to the present members of the Canadian Manufacturers' Association are added the manufacturers of the large and important city of Montreal, there must be an organization whose weight and influence will count for something.

Too much credit cannot be given to Messrs. Frank Paul, Wm. McMaster and C. C. Ballantyne for the efforts they made to convene this meeting and have the matter thoroughly threshed out.

### RAILWAY AND TRANSPORTATION COMMITTEE.

A meeting of this committee was held in the Association room Saturday, October 6, at 2 p.m.

Mr. J. M. Taylor occupied the chair.

The chairman referred to the fact that one of the grounds of complaint of members of the Association last year, relating to "owner's risk," had been partially met by the railway companies, and that the most serious grievances complained of on this subject had now been removed.

A number of complaints submitted by members of the Association were considered. These dealt with railway rates and also with classifications and were carefully considered. Some presented only general statements relating to the freight question, and furnished no information that was of value to the committee. Others submitted

specific instances of grievances, and certain of these cases were sent on to the Joint Freight Association to be dealt with.

The secretary was also instructed to write to the secretary of the Freight Classification Committee, asking that the Association be notified when meetings of this committee are to take place, so that the manufacturers might have an opportunity of talking over with the railway authorities specific grievances of our members.

The secretary was also instructed to write again to the Minister of Railways and Canals renewing the request of the Association for notice of proposed changes in rates and classifications before they are approved of by the Governor-in-Council.

It was decided to invite the following gentlemen to act as members of the committee:

Andrew Gunn, Messrs. D. Gunn Bros. & Co., Toronto.

Geo. Heintzman, Messrs. Heintzman & Co., Toronto.

Robt. Kerr, The Kerr Engine Works Walkerville, Ont.

A representative of The Royal Electric Co., Montreal and Toronto.

The meeting then adjourned.

### INDUSTRY AND MEMBERSHIP COMMITTEE.

A meeting of this committee was held in the Association rooms Monday, October 8, at 2 p.m.

Mr. F. H. Wright in the chair. Others present were Messrs. Ellis, Evans, Mortimer and MacLean.

The applications for membership were carefully considered and twenty-three names accepted for membership, as appears in the minutes of the Executive Committee, and also in the list of new members received into the Association since the annual meeting and convention.

An interesting letter was read from Mr. J. P. Murray, chairman of the committee, showing the progress he has made towards the formation of a branch of the Association in Halifax for the Province of Nova Scotia.

Discussion followed as to the lines upon which the branch system should be carried out in the Association, and, while no definite plan was evolved, it was felt strongly that what was required more than anything else at the present time was a strong Dominion Association, including manufacturers from every part who would have their views represented through one central executive. That, therefore, the branches should not be run in any way as rivals to the various boards of trade, but merely as units for the representation of local interests before the whole Dominion Association.

A communication was received from Mr. C. C. Ballantyne, First Vice-President of the Association, inviting a deputation to Montreal to consider with the Montreal

manufacturers respecting membership in the Association.

It was resolved to recommend to the Executive that a deputation go to Montreal to discuss affiliation of the Montreal manufacturers with the whole Association.

The question of the membership fee to be paid by those members whose fees were paid to December 31 was discussed and it was resolved to recommend to the Executive that all old members of the Association should pay a fee of \$5.75 to bring up their membership to the end of the Association year, August 1.

The meeting then adjourned.

### COMMERCIAL INTELLIGENCE.

THE Committee on Commercial Intelligence held a meeting in the Association rooms, Friday, October 5, at 2 p.m.

Dr. S. M. Wickett in the chair.

Other members present were: P. W. Ellis, J. A. Wells, J. O. Thorn, J. B. MacLean, H. Van der Linde, and R. Y. Ellis.

A letter from Mr. Thomas Moffatt, of Cape Town, was read, offering the services of his firm as representatives of the Association to travel over the country with samples. The secretary was directed to reply, thanking the firm for this offer, but stating that at the present time the Association was not in a position to undertake this work. It could only so far take part in the preliminary work of bringing our manufacturers in touch with openings in different countries, and leaving it to themselves to individually establish connections should they desire.

### MONTHLY TRADE AND NAVIGATION REPORTS.

A letter was read from Hon. Mr. Paterson, Minister of Customs, stating that the monthly report for July would soon be issued, and the secretary was instructed to press once more upon this Department that the monthly returns should be sent to all members of our Association, if possible, free, and, if not, at a nominal cost. The members felt very strongly that when the Government goes to the expense of preparing and issuing the admirable monthly reports for which we are looking, that they should be willing to place them at the disposal of the manufacturers of the country, as these are the men who are interested in the information that these returns will furnish. Furthermore, the Department in the United States are most liberal in furnishing these documents to inquirers, and will not only send them to the manufacturers in the United States, but to those in any other country.

"MADE IN CANADA."

A letter was read from Messrs. Ness, McLaren & Bate, of Montreal, suggesting that firms use on their letter paper a phrase to the effect that they were members of the Association, and also suggesting that on articles a stamp should be placed "Made in



Canada." This latter suggestion was ordered to be printed in INDUSTRIAL CANADA.

The members of the committee felt very strongly that it was now time that the Association was doing something to foster pride in articles that are made in Canada.

The letter states that "recently we have heard considerable about 'Made in Germany' and 'Made in England,' but we have seen very little of 'Made in Canada.' We are trying to introduce this idea, and, in our new catalogue, now in print, we are having this electro inserted in every page. Possibly, other manufacturers have never thought of this, but would take kindly to the suggestion if coming from the Association."

The committee resolved to give the matter prominence through the columns of INDUSTRIAL CANADA, feeling strongly that the more we can interest the consumers of Canada in the merits of Canadian goods, the greater will be the industrial development of the country.

#### POSTAL INSURANCE.

The following letter was read from Mr. J. O. Thorn, of The Metallic Roofing Co., Toronto, intimating a plan for very considerably increasing the value of our postal facilities. The letter read as follows:

The Secretary Canadian Manufacturers' Association, 601 Board of Trade Building, Toronto.

Dear Sir,—I think it would be very much in the interest of Canadian manufacturers if our Association could succeed in inducing the Postmaster-General to make an improvement in connection with the registration of inland letters, by providing for a system of insurance upon somewhat similar lines to that which exists in Great Britain. In Canada, while 5c. is charged for the registration of a letter, it practically only means that extra care is taken in the handling, keeping track of, and delivery of this letter by the Postal Department; while in Great Britain, a system of registration and insurance is in force whereby the payment of the registration fee effects an insurance on a packet against loss or damage up to £120 sterling, at following rates: Fee 2d., compensation £5; 3d., £10; 4d., £20; 5d., £30; 6d., £40; 7d., £50; 8d., £60; 9d., £70; 10d., £80; 11d., £90; 1s., £100; 1s. 1d., £110; 1s. 2d., £120.

You are doubtless aware that a very large number of remittances are still made in cash by registered post by the customers of manufacturers in this country, and there is absolutely no insurance whatever in connection with this, and I certainly think, as a matter of business, insurance should be arranged for.

I know from experience that the Postmaster-General is glad to receive any suggestions regarding the improvement of his Department, and, I hope, that the Canadian Manufacturers' Association may feel disposed to take this matter up.

Yours truly,  
(Sgd.) J. O. THORN.

Moved by Mr. Thorn, seconded by Mr. Ellis, that the secretary prepare and forward to the Postmaster-General a letter urging that a system of insurance on money and parcels going through the post be adopted in Canada.—Carried.

The subject of marine insurance, and the discrimination now being enforced against Canadian shipping by the insurance companies, was touched upon, and the secretary was asked to write the Montreal Board of Trade, asking what action would be most acceptable in this matter.

From the Macdonald Manufacturing Co. a letter was read inquiring whether it would be possible to run in connection with the Association a bureau through which it would be possible to keep a record of those employes and other persons who had proved dishonest or unreliable in dealings with particular manufacturers, so that it would be impossible for more than one of our members to be imposed upon in this way. This important matter was very thoroughly discussed, but was left over for further consideration, it being felt that the departure might open up a further sphere of work than that for which the office of the Association was at present equipped.

Letters were read from the Brantford Packing Co., and the Wm. Davies Co., with reference to the income tax that is imposed upon Canadian houses doing business in England, and the subject was discussed informally. As yet our members have not sufficient information as to the scope and operation of this tax to enable them to act as fully in the matter as might be desired. Consequently, the matter will be further discussed.

In the meantime, it was resolved that the secretary should take up the matter at once with the Dominion Government to see what the actual position of affairs is, in order to have Canadian firms placed in as favorable a position as possible.

Mr. Ellis introduced the subject of the system of taxation, drawing attention to the Assessment Commission appointed to go into the subject. It was decided that as much information as possible on this subject should be gathered, and a special meeting called for the consideration of this important subject.

Resolved, that Lieut.-Col. J. B. MacLean be added to this committee.

The meeting then adjourned.

#### THE PARLIAMENTARY COMMITTEE.

A MEETING of the Parliamentary Committee was held in the Association rooms, September 28, at 8 p.m.

Mr. C. H. Riches in the chair.

Others present were Messrs. P. H. Burton, P. W. Ellis, Geo. Kilmer, J. O. Thorn, W. K. George, A. W. Thomas and J. E. Maybee.

#### PATENT OFFICE.

The first matter considered was the resolution passed at the annual meeting relating to patent office reform. This resolution was

carefully considered and amended in certain particulars.

It was resolved that the secretary prepare and forward to the Department of Agriculture at Ottawa a resolution dealing with this subject and embodying the following points:

1st. That the entire revenue derived from the patent office should be expended on the office in order that the work might be as efficiently done as possible.

2nd. That the services of an official thoroughly skilled in the work of a modern patent office should be secured for the purpose of directing the examiners in the Canadian patent office.

3rd. To print copies of patents so that they may be obtained at a reasonable price.

4th. To make it incumbent on examiners to take up applications as far as possible in the order of filing.

5th. To provide a sufficient number of examiners to expedite the business of the office.

In presenting this resolution the attention of the Government was also to be directed to the following points:

In support of suggestion No. 5 it was pointed out that the number of patents applied for during the year ending June 30, 1900, in the United States was 39,815; that the number of examiners was 200; that therefore the number of applications to be considered by each examiner was approximately 200.

On the other hand, the number of applications that have been received in Canada for the year ending September 30, 1900, was 4,576, and the number of examiners at present employed is seven, making a total of 663 applications to be considered by each examiner. Consequently an examiner in the Canadian Patent Office is required to look into at least three times as many patents as it is considered he is able to do in the United States Patent Office.

Mr. Ellis moved, seconded by Mr. George, that Messrs. Riches, Maybee, Thorn, Kilmer and the secretary be a sub-committee to look into the Patent Act itself and to prepare suggestions looking to its amendment and reform.—Carried.

#### INSOLVENCY LEGISLATION.

The resolution passed at the annual meeting with reference to insolvency law was discussed and means to be taken to have a suitable law enacted.

Resolved that the secretary collect as many as possible of the resolutions passed by the different commercial organizations in Canada, asking for reform in insolvency legislation. Further, that the secretary find out particulars of the bill that has already been before Parliament in this connection and the opposition that prevented its becoming law.

A communication was also read from Mr. Turnbull, of The Paton Manufacturing Co., re amendment of the Bank Act, to prevent fraud in the case of insolvent debtors.

This is one of the most difficult questions



that the Association has considered during the past year, and the following points were brought out in the discussion that followed the introduction of this subject:

Suggestions were submitted by a number of our woollen manufacturers to the effect that the Bank Act should be amended in such a way as to take away from the banks the power of loaning money on warehouse receipts or stock in trade without there being any publication of this security. When the matter came up for discussion, however, there were many objections raised to the proposed amendment, and so far manufacturers have not been able to decide upon any one amendment which would be satisfactory to all. Those who suggested the change felt very strongly that at certain times this power of the bank to advance money is wrongly used; that moneys are advanced to creditors, and security taken when it should not be done. As a result, the manufacturer or merchant is encouraged to trade beyond his capital, and, while to all intents and purposes, as far as the public is concerned, he is in the very best standing, everything that he owns may be practically held by the bank. No one has any means of knowing this until disaster overtakes him and settlement is required; then the bank, with its secured loan, comes in as first creditor, and, after it has received its share, practically nothing remains for the other creditors. This sometimes happens in the case of honest dealers who meet with disaster, but it is often unjustly and dishonestly used by men who deliberately take this means of defrauding their creditors. On the other hand, it was urged by many of the manufacturers that any disturbance of this power of the banks to advance money would very seriously curtail trade; that there were many times when a business man may be for a short time financially embarrassed and it is convenient for him to receive an advance of money from the bank on security of this kind, whereas, had he to publish this abroad, his credit would be seriously impaired. It is pointed out that there are instances of this kind occurring every day and that where a man purchases ahead to meet an impending rise in prices, or to supply a contract which he may have in hand, or in a dozen different other ways this privilege may be of use to him. In short, they urged that although there were times when this privilege was unjustly used and caused great loss, still the cases where this arose were few and far between. In fact, where under the present law, one dishonest man received the advantage which he should not have, still, in the general working of the law, at least a dozen honest men receive assistance which tides them over the period of difficulty; consequently, the matter awaits further discussion and settlement by our manufacturers before any definite action can be taken which will provide for the security of the creditor without placing impediments in the way of doing lawful business.

It was resolved that Mr. Turnbull, of The Paton Mfg. Co., should be invited to discuss the matter with the committee at some future date.

A letter was read from Mr. J. O. Thorn, of The Metallic Roofing Co., pointing out that the Toronto City Council was contemplating the appointment of an inspector of elevators in the city, his salary to be paid by those whose elevators are inspected.

It was resolved that the secretary should prepare and forward to the Toronto City Council a letter protesting against this by-law operating in the case of manufacturers, as their elevators are already inspected under the Provincial Factory Act.

The meeting then adjourned.

### THE RECEPTION COMMITTEE.

Two meetings of the Reception Committee have been held during the past month, Mr. Thos. Roden, chairman of the committee, presiding in each case.

The following matters were considered carefully by the committee:

First.—The advisability of holding a luncheon prior to the regular meeting of the Executive.

In discussing this subject, it was felt that it might lend an interest to the meetings to have the members meet at 1 p. m. for luncheon, and then proceed to the Executive Committee meeting at 2 p. m. It would afford an opportunity to those members who attend our meetings from out of town to come together with the Toronto members prior to the meeting.

It would also afford an opportunity for the discussion of important subjects that might be on the agenda paper for the afternoon.

It was, therefore, resolved to recommend to the Executive that a trial should at least be made, and, before the next Executive meeting, a luncheon should be held at Webb's parlors at 1 p. m.

### BRANTFORD MANUFACTURERS.

The chairman drew the attention of the committee to the resolution passed at the annual meeting encouraging the holding of meetings of manufacturers in centres other than Toronto, and suggested that a meeting should be convened—say, in Brantford first—for the purpose of discussing with the manufacturers there questions that relate to the manufacturing interests not only in Brantford, but in Canada as a whole.

Our Brantford members were, therefore, communicated with, and Mr. Morgan E. Harris, of The Brantford Packing Co., wrote the other manufacturers in Brantford, asking their opinion of the advisability of holding a meeting in that city. The replies were practically all favorable to the holding of a meeting there, and, consequently, it was resolved to recommend to the Executive that arrangements be made

for a meeting in Brantford, to be held as soon as circumstances would permit.

Provision will be made for members of the Association going from Toronto, so that they will be able to leave after business hours on the day of the meeting and return early the following morning for business next day.

It is hoped that there will be a sufficient number attending from Toronto to enable those going to have the benefit of a private car.

Other manufacturers situated in districts contiguous to Brantford will also be invited to attend. It is hoped that the meeting will be a very representative one, and a date will probably be fixed for the event shortly after the close of the Dominion elections.

The bills in connection with the annual meeting and convention and the banquet which closed the proceedings were passed and accounts balanced. It was found that the receipts from the sale of the tickets for the banquet, together with the grant made by the Toronto City Council, were sufficient to meet all expenses connected with the event, and the committee so reported to the Executive Committee.

### INDUSTRIAL EXHIBITION.

THE following is the report of the Industrial Exhibition Committee on Machinery, that was presented to the Directors of the Industrial Exhibition Association last month. It is a careful review of the position of the exhibitors in the machinery hall, and indicates some lines of improvement for the coming year:

Gentlemen: "Your committee regret to report that the exhibits made in the machinery hall this year have not been of that representative character and extent that they would wish, and they have also to report that never before has so much dissatisfaction been manifested by the exhibitors

"It is evident to your committee that in order to bring out a better, larger and more meritorious display in this department for the year 1901, the board will have to recognize the justness of complaints and apply the remedy.

"One of the complaints was that so few people visited the building, and this they considered was to be attributed chiefly to the side-shows on the grounds which tended to lead the people away from the inspection of legitimate exhibits for which the Fair was inaugurated.

"While your committee do not condemn the placing on the grounds of clean, amusing and instructive entertainments, they are of the opinion that features of this kind should be allotted a space especially set apart for that purpose and not contiguous or in proximity to the buildings used for industrial exhibits; and they would also suggest the expediency of excluding and suppressing the shouters employed by the



shows, as they are neither pleasant to look upon nor to listen to.

"Another reason for the meagre number of visitors to the building was attributed to the want of a better approach to it. While the machinery hall is situated on rising ground, which was conspicuous to all who entered the grounds, when the main entrance was at the eastern gate, now that the entrance is at the western gate it is practically in the background. It is, therefore, proposed, as the majority of visitors now enter the building at the western door, by way of the roadway leading to the railway station, at a point opposite the carriage building, that the buildings between the roadway mentioned and the machinery hall be removed, and a roadway be made leading direct to the western door of the hall. This would not only be an improvement in the appearance of the grounds but would give a prominence to this building which its importance deserves.

"The lack of proper facilities for the unloading and placing in position of heavy machinery is another needed requirement that has been pleaded by exhibitors as a drawback that has prevented the placing on exhibition of large or heavy machinery. The proposed remedy for this is a traveling crane, but, as this would entail considerable expense, your committee recommend that the architect be requested to report on the cost of same. We are convinced that the erection of this crane would not only be a great convenience to exhibitors of heavy machinery, but it would be an inducement for many to exhibit machinery who have hitherto refrained from doing so because of the inconvenience and expense of placing articles of heavy weight in position.

"Your committee would urge upon the manager the advisability and importance of personally visiting some of the leading manufacturers of the Dominion, with a view of securing them as exhibitors for next year, and also of making a special effort to procure exhibits of processes of manufacture, as nothing is more interesting, instructive and entertaining to visitors than exhibits to demonstrate the work of our factories and workshops by the skilled operators, and we would recommend that the board go to any reasonable and proper expense to secure exhibits of this character.

"The new boilers that have been installed by the city have operated very satisfactorily. The supply of steam power has been ample, and the required pressure has been easily maintained, and with much less consumption of coal than formerly.

"Your committee would further recommend that a concrete floor be laid in the boiler-room, and that a ventilator of suitable capacity be put in the roof, and, further, that proper and suitable ventilators be placed in the roof of the machinery hall.

"All of which is respectfully submitted."  
GEORGE BOOTH, Chairman.

## CONFERENCE WITH THE PREMIER.

**D**URING his political visit to Toronto, Sir Wilfrid Laurier granted the privilege of an interview to the representatives of the Canadian Manufacturers' Association to discuss the question of a Dominion Exhibition in Toronto next year.

The following representatives were present: Messrs. P. W. Ellis (president), W. K. McNaught, Geo. Booth, J. O. Thorn, J. F. Ellis, S. M. Wickett, W. B. Rogers, W. K. George, W. J. McMurtry, F. Stanley and the secretary.

Mr. P. W. Ellis, in introducing the deputation, thanked the Premier for his courtesy in receiving the deputation at a time when the elections are occupying so much public attention, and stated that only the absolute necessity of some immediate action induced the manufacturers to ask for an interview at this time.

He referred to the growth in the association which had now made it representative of the manufacturers not only of Ontario, but of Quebec and the Maritime Provinces as well.

Mr. W. K. McNaught presented to the Premier the request formerly urged that the Dominion Government should make a grant of \$100,000 towards the Dominion Exhibition to be held in Toronto next year, the purpose being to make the exhibition longer in duration, and to have a number of visitors brought over from the Pan-American Exhibition at Buffalo. The sail across the lake would be taken by a great number of foreign visitors, and the opportunity would be exceptional to present to them a fair exhibition of what Canada was doing in agriculture and manufactures. Further, such a policy was in accord with the work already done by the Government in sending a commissioner to look into the possibility of trade between Canada and South America. No doubt a great many people from South America would attend the Buffalo Exhibition, and we would here have an opportunity of showing them exactly what lines of products are available for trade in foreign markets.

Mr. J. F. Ellis, in speaking of the question, also stated that no portion of the money received from the Dominion Government would be expended on buildings relating to the exhibition, but that the intention was to devote it towards defraying the expenses in freight from the more distant Provinces, and also in advertising the exhibition abroad.

He further pointed out that manufacturers receive no return for their exhibit other than business obtained, and, unlike the exhibitors in live stock and agricultural products, they receive no prizes.

Further, in enlarging the scope of the exhibition for 1901, there was no intention to compete with the Buffalo Exhibition as a world's fair. Visitors, in coming to Canada, would be shown not a world's fair, but

the annual exhibition of the products of the Dominion of Canada. In this way, it would be impossible to have any unfavorable comparisons made.

Mr. W. B. Rogers referred to the splendid record made by our manufacturers at the Paris Exposition, and stated that, if facilities were afforded for a Dominion Exhibition at Toronto next year, the manufacturers would be bound in honor, as well as in business interests, to make the exhibition thoroughly representative of the best that our Canadian factories can produce.

Dr. S. M. Wickett referred to the progress that is being made in connection with exhibitions by other countries, referring to Germany, United States and Great Britain, and considered that Canada could not make a serious mistake in following such precedents as those set by the countries that are now taking the lead in the manufactures and commerce of the world.

In reply, the Premier referred to the sympathy with which he viewed any efforts to extend Canadian trade and the active assistance that his Government was always prepared to render to such efforts. He thoroughly endorsed Mr. Rogers' mention of the splendid showing made by our manufacturers at the Paris Exposition, as they had there shown their ability to compete with the best that other nations could produce.

With reference to the Dominion Exhibition next year, he was not prepared to make any definite promises. He could only say that the matter would receive the most careful attention of himself and colleagues, and that he would be pleased to go into the matter in every detail immediately after the close of the elections, and consider what the policy of the Government should be—whether a grant should be made to the Toronto Exhibition and to the Buffalo Exhibition, or to the Toronto Exhibition alone.

## INDUSTRIAL EXHIBITION COMMITTEE.

A meeting of this committee was held in the Association Rooms, Friday, September 21, at 2 p. m. Mr. W. K. McNaught in the chair. Others present were Messrs. Geo. Booth and J. O. Thorn.

Discussion took place as to the most effective means of interesting the Dominion Government, also the council of the city of Toronto, and the citizens of Toronto in the proposed Dominion Exhibition to be held in Toronto next year.

It was resolved that measures should be taken to have this matter thoroughly discussed before the electors of the city of Toronto prior to the municipal elections in January, so that the people might understand exactly the purposes for which the money was to be voted, and the way in which it would be expended.

The meeting then adjourned.



# Industrial Canada.

Issued about the middle of every month by  
The Canadian Manufacturers' Association.

INDUSTRIAL CANADA is sent free to all members of the Association. The fee for membership is \$10 per annum, payable in advance.

Subscription to non-members, \$1.00 per annum, payable in advance.

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T. A. RUSSELL, B.A.,	-	-	- Toronto.

Address all communications respecting subscription, advertising rates, etc., to

SECRETARY,  
Canadian Manufacturers' Association,  
Board of Trade Building,  
Toronto.

## TORONTO, OCTOBER 20, 1900.

**The Association Strength.** Few people realize the size and importance of the Canadian Manufacturers' Association with its present largely increased membership, and, consequently, our members will be pleased to read the following letter from Mr. Thorn, of The Metallic Roofing Co. He writes as follows:

"As an item of commercial intelligence, with a view to giving the members of the Association some idea of the immense interests represented in the Association by its present members, I beg to draw your attention to the fact that their combined rating, as given by the commercial agencies, is \$83,576,000, and this, of course, does not, by any means, represent the total amount that the members of the Association have invested in their business."

It is most desirable that not only our members, but the public generally, should know the strength of the manufacturing industries in Canada, and of the Association, which is their official representative.

Generally speaking, when representations have been made by the Association to the Government, the representatives have not been able to say just how large were the interests that they represented; they could not state how much capital was invested in the business they were representing, how many hands they employed, or the amount that they paid in yearly wages.

Mr. Thorn also suggested, in a separate letter, that it is important that reliable statistical information regarding the capital employed, the number of hands employed, and the yearly amount paid for wages by members of the Association should be kept on file in the office, and revised annually, and he, therefore, suggested that a suitable circular be prepared and inserted in the next issue of INDUSTRIAL CANADA requesting members of the Association to furnish the information as stated above; such information to be considered as being confidential, so far as individual interests are concerned, it being clearly understood that the information would be used only when necessary for the purpose of showing the aggregate investment, wages paid, and number of employees.

Such information would be most valuable, and would render assistance to the representatives of the Association whenever they presented the recommendations of the manufacturers either to our Legislators, or to any other corporate interest.

The manufacturers, further, would be willing to give this information in an honest reliable form when they were confident that it would be used only to safeguard their interests, and, further, when they were assured that the information thus given would be strictly confidential, and would not be used at all so far as individual interests were concerned.

The working out of this problem will be referred to the Commercial Intelligence Committee to suitably prepare for endorsement by the Association.

**Members and the Executive.** The Executive Committee of the Association desires to draw the attention of the members to the fact that its meetings are held regularly in Toronto on the second Tuesday of each month, so that any manufacturers who have business in Toronto for that date may arrange to attend the Executive meeting.

Further, all members of the Association, whether officers or not, are cordially invited to attend the meetings if they happen to be in Toronto on that date.

The meetings are always open to manufacturers and they will there get the very best idea of the lines of work to which the Executive Committee is devoting its attention.

**The Glasgow Exhibition.** At the Executive meeting the question of manufacturers exhibiting at the Glasgow Exhibition came up again for discussion, and the feeling was very strong that the exhibition at Glasgow presented a much more profitable field than at the Paris Exposition.

The difficulty experienced, however, was the securing of sufficient space to adequately represent our industries, and the Association is endeavoring to urge on the Canadian

Government the necessity of securing sufficient space.

A letter from Harrison Watson, of the Imperial Institute, has just been received in which he warmly applauds the proposal to exhibit at Glasgow, stating that it would be a very profitable investment indeed. He further suggests that those exhibits which have been carefully prepared need not be dispensed with but could be placed in the Imperial Institute as a permanent exhibition of Canadian manufactures before the English public.

This suggestion will probably commend itself to many of our manufacturers who are contemplating exhibiting at Glasgow.

**Will Create a Scholarship.** The Manufacturers' Association of New York has taken hold of the question of industrial education in an eminently practical way, having undertaken to establish a scholarship in some university at an annual expense of \$500.

This action was taken at the September meeting of the association, when the committee on industrial education submitted its report, pointing out the absolute necessity of having the educational system equipped so as to educate men for business, as well as for the learned professions.

**Luncheon prior to Executive Meeting.** At the next meeting of the Executive Committee an innovation is to be tried which should prove of interest to the members of the Association attending.

In order that the members may assemble in time for the meeting and may have an opportunity for discussing the subjects which are to come up for consideration, it was felt that it would be advisable to have the members meet at luncheon and come together to the Executive meeting.

The luncheon will take place at Harry Webb's, at 1 o'clock, and the members will then adjourn to the Council Chamber of the Toronto Board of Trade for the meeting at 2 p.m.

This will take no further time in the work of the Association, but will give an additional opportunity for the members to discuss the different features of the agenda.

The members of the Executive will, therefore, kindly remember the luncheon prior to the Executive meeting on November 13.

**Insolvency Legislation.** The need for an improvement in our insolvency legislation seems to appeal equally strongly to all our manufacturers no matter where they are situated. From Armstrong, B.C., comes the following letter from Mr. F. C. Wolfenden, our British Columbia, Vice-President:

"I have read with interest the official report of your proceedings and cannot commend too highly your action re 'Insolvency



Legislation.' The Government should be made to enact bankruptcy laws. The present state of affairs is simply intolerable and we in British Columbia never know where we will land. I have had several conversations with leading bankers in British Columbia and they certainly agree. At present a merchant, if hard pressed, gives some friendly creditor a chattel mortgage (under pressure, of course) and the other creditors are left out in the cold.

"Our company is composed of about 100 individuals and we shall exact promises from the candidates at the coming elections to work to this end.

"I trust to personally discuss freight rates and other matters with you at some later date."

**Directory of Wood-working Establishments.** The Bureau of Forestry, acting under the instructions of the Commissioner of Crown Lands, has commenced the work of preparing a directory of the wood-working establishments in the Province.

The object the Hon. Mr. Davis has in view is to provide a list of establishments to whom the applications which are constantly being received by the Department from Great Britain for information in reference to manufacturers of wood may be referred. A duplicate list will be deposited with the Imperial Institute to facilitate the answering of inquiries there.

**Technical Education.** Mr. W. G. Page, as representative of the United States Department of Labor, was in Canada for some weeks making a careful examination into the condition of our industrial and technical education. He was endeavoring to find out exactly the position of this important branch of education in Canada and will prepare an elaborate report on his return. During his stay in Toronto he visited many of the prominent members of our Association for the purpose of acquiring information as to their views on this subject. His report will be awaited with interest as he has kindly promised to furnish a copy for the use of our Association.

**Consulting Chemist.** On another page of this issue appears the advertisement of Mr. H. C. Roller, who is desirous of establishing a connection with some of our leading manufacturers as consulting chemist. He makes a specialty of the commercial analysis of raw and finished materials, the valuation and utilization of waste products, and the investigation and development of new processes of manufacture.

Mr. Roller comes to Canada as a specialist from a leading American university, and is a sample of that type of the application of higher education to industrial enterprise which our Association is seeking to foster and encourage. Many of our manufacturers would no doubt profit by utilizing Mr. Roller's trained skill in their factories.

## Paris Exposition.

"My Dear Mr. Russell,— I have just received your letters. I will see that your Indexes are put in proper hands. They present an elegant appearance and will help in opening foreign markets I have no doubt. Many inquiries are made about Canada and will result in considerable business the world over. It is a pity this exhibition does not last all the year round so as to give us time to open negotiations—we are so far off.

The first lot of your Indexes are being distributed and the second will follow on arrival. Canada is creating quite a sensation in the industrial world. Taking grand prizes (32) especially in cotton, papers and composing machines was rather a surprise.

Yours truly,

J. X. PERRAULT.

Grand Hotel Terminus, Paris.

## LIBRARY OF CATALOGUES.

On several occasions the members of the Association have been invited to forward to the office copies of their catalogues for reference purposes. A large number have already accepted this invitation, and the use that has been made of these catalogues has more than repaid the members for their trouble in sending them. In many cases the books received have proved a valuable and ornamental addition to the library. That of the Metallic Roofing Co. is without doubt one of the most handsome and costly that has ever been issued in Canada. It is illustrated throughout with fine photographs and reflects great credit on the progressive firm that undertook to publish it. The Dominion Radiator Co.'s book is also splendidly gotten up, and no expense seems to have been spared in the preparation of it. The goods made by the James Smart Mfg. Co., of Brockville, are very elaborately set forth in a finely illustrated volume with serviceable stiff cloth covers, and so far as general hardware is concerned this book is a library in itself. The various virtues of the "Souvenir" line of stoves and ranges are fully described in one of the annual catalogues of the Gurney-Tilden Co., of Hamilton, while another volume of the same size is devoted to the builders' supplies which they manufacture. The McClary Mfg. Co., of London, have forwarded to the Association three volumes; the first relates to warm-air furnaces and hot-water combinations, the second to their "Famous" line of stoves, and the third, a handsome volume with red cloth covers, contains full information about their enameled ware and miscellaneous manufactures. The Booth Copper Co., of Toronto, and the Gurney Scale Co., of Hamilton, have both issued very creditable catalogues, copies of which have been kindly furnished the Association. The wood-working machinery produced by The McGregor, Gourlay Co., of Galt, is the subject dealt with in another large volume which contains a great deal of useful information.

The indebtedness of the Association is also due to the following firms for their kindness in placing copies of their catalogues on file in the office: The Wilkinson Plough Co., Toronto; The McLaughlin Carriage Co., Oshawa; Office Specialty Mfg. Co., Toronto; Brown Bros., Toronto; Clement & Clement, Montreal; Compensating Pipe Organ Co., Toronto; Dominion Piano and Organ Co., Bowmanville; Stanley Piano Co., Toronto; Ness, McLaren & Bate, Montreal; A. Logan, Esq., North Sydney, C. B.; Raymond Mfg. Co., Guelph; Canadian Camera and Optical Co., Toronto; Meccredy Mfg. Syndicate, Stratford; Domestic Specialty Co., Hamilton; Acetylene Mfg. Co., London, and Dominion Dye-wood and Chemical Co., Toronto.

## TRADE WITH SWEDEN.

The Association is in receipt of an interesting letter from a firm in Stockholm, Sweden, directing attention to the possibility of trade between Canada and that country. The letter reads as follows:

"We have seen a copy of your Canadian Trade Index which has been handed us by the British Vice-Consul here, Mr. Bolinder, in consequence of which we write to you to ask you if you can place us in communication with any Canadian manufacturers who are desirous of extending their trade to Scandinavia—for instance, we are of the opinion that Canadian tobacco could well be pushed in the Scandinavian countries.

"We are prepared to work any line for which the samples are not too large. We do not, however, care to undertake the sale of machinery as one requires large showrooms for samples.

"This is a limited company (with fully paid-up capital) which does business on a commission basis entirely, viz.: an agreed percentage is paid on all orders taken, when the invoice is paid.

"The company has travellers for the Province and good business connections also in Norway and Finland."

The name and address of this firm may be procured from the office of the Association.

## FROM BRAZIL.

Her Britannic Majesty's Consulate, Pernambuco, July 31, 1900.

Gentlemen,—I have the honor to acknowledge receipt of your letter of June 29 last, and of your Canadian Trade Index, for which I thank you.

It will afford me great satisfaction to further the interests of your Association in any way in my power, and your interesting Index will remain archived in this Consulate for the use of merchants and others.

I remain, gentlemen,

Your most obedient and humble servant,

The Canadian Manufacturers' Association  
Board of Trade Building, Toronto.



## AUSTRALIAN NEWS.

### NEW SOUTH WALES VISITOR.

ANOTHER distinguished visitor from Australia has been Mr. Charles Dobson, of the firm of Charles Dobson & Co., New South Wales.

Mr. Dobson is on a business trip from Australia, intending to visit Canada, the United States, England, Belgium, Germany, France and Italy, for the purpose of securing the representation of firms for the building trade.

Mr. Dobson's specialty is the supply of all sorts of building material for both the construction and fitting-up of public buildings, houses, etc. His connection with the architects and builders in Australia seems to be first-class.

While in Canada, he arranged for the representation of some of our leading firms in the manufacture of different lines of building material, and his references would certainly bespeak for these manufacturers a good representative in that market.

Like Mr. Th. de Schryver, Mr. Dobson made his headquarters at the office of the Association while he was in Canada, and through it was introduced to many of our members.

Mr. Dobson speaks enthusiastically of the prospect of closer trade relations between Canada and Australia. He says Australians are interested in Canada and Canadians, and feel that in trade matters they would do business here, not only on a basis of equality, but, in most cases, they would be perfectly willing to give a slight advantage in favor of the Canadian as opposed to the United States or foreign manufacturers. Such a condition of affairs is certainly very gratifying and it behooves our Canadian manufacturers to take advantage of a sentiment that is so much in their favor.

### DIFFICULTIES IN AUSTRALIAN TRADE.

The following interesting and valuable letter from the Canadian Government representative in Australia, throws much light upon the problem of export trade to our sister colony in Australia. His letter is as follows:

Sydney, N.S.W., September 11, 1900.

T. A. Russell, Esq.,

Dear Sir,—I have yours of July 27, and am glad to know that Canadian manufacturers are taking an increased interest in the export trade. It is my duty to aid them in every way in my power, and it is as much a pleasure for me to do so as it is a duty.

You state that members of the Association would be glad to hear of anyone interested in Canadian products. If reference is intended to buyers of goods, there are none such. This is a great market

which the world seeks to supply, and it is so well supplied that buyers are content with what is offered to them, and do not go abroad. The exceptions, if there are exceptions, are the large houses with agencies in New York and London. From this quarter there is no inquiry for goods abroad. Manufacturers must bring their goods to the notice of the buyers; the buyer will not bring his wants to the notice of the manufacturers. This is the keystone of the position. Canadian manufacturers forget this and frequently write, "Please send me the names of the principal houses dealing in our lines." It is useless to do so. Australia does not differ one whit from Canada in this respect. If a manufacturer in Canada waited until customers came to him, he would be in the sheriff's hands speedily. He sends once and does a little; twice, and, if he is making the right goods in the right way, does more; three times, and begins to see daylight. Do that here and like effects follow. So, to get at the buyer, the direct representative from Canada or the manufacturers' agent is necessarily the first when possible.

In the No. 2 INDUSTRIAL CANADA, on page 11, you recommend manufacturers to join together and send out a representative. Add to it, "and send him to stay long enough to make a business," and you have the repeated suggestion made in my reports. Where this cannot be done, and Canadian manufacturers appear not yet to have learned the value of cooperation, I shall be glad to be asked to select the best manufacturers' agent available.

One thing is much in our favor. Australians have a good opinion of Canada, and there is a growing opinion in favor of Canadian products. It would grow faster if it were not for the actions of some of our own people. Slowness in replying to correspondence and slowness in filling orders that have been accepted, and carelessness with which its business is done. This does not apply to all firms, for against some Canadian houses no complaint has been made to me, but it does apply to too many.

What is badly needed is an export company with sufficient capital. There are a number of articles made in Canada that could be sold, the sale of which, individually, would be large enough for direct representation or to attract a good agent. The company would not only handle such lines but ship in car lots, and thus secure the best rates of freight and other charges. Such a company could make money, but it requires to have capital, brains and knowledge.

In my report to the Department of Trade and Commerce, I send the detailed cargoes of foreign ships from New York to Australian ports. It will give you a fair idea of the goods sent here, and the quantities shipped at a time. The Department fur-

nishes you with copies of its monthly issues of its reports.

I also mail you a copy of The Export Journal, with the confidential discount sheet, which will give you prices of many lines. Prices, however, are of little value without samples, save in such a staple as lumber, and staples are sold by cable quotations. A quotation sent by mail is out of date long before it reaches its destination.

Wishing your Association every success in its efforts to extend Canadian trade,

I am,

Yours, very truly,

J. S. LARKE.

### A NEW ZEALAND VISITOR.

AMONG the most interesting visitors who have called upon the Association during the past few months was Mr. Th. de Schryver, of the firm of Zoeller, de Schryver & Co., of Auckland, New Zealand, and Brisbane, Queensland.

Mr. de Schryver was on his way through to the United States and England on a business tour, and was induced to come through Canada by his partner, Mr. Ross, who was an old Toronto boy, and so Mr. de Schryver came to Toronto intending to spend only some two days here and then proceed to the United States and England for the establishment of his business connections. On looking through some of our factories, he was astonished at the development which had taken place in Canadian manufacturing enterprise, and, as a result, instead of spending some two days in Canada and going on to New York to do his buying, he stayed some four weeks here and completed his arrangements with the United States in one short week in New York. This fact shows that our manufacturers are now feeling themselves in a position to enter upon an export trade, and that they are able to compete with the goods of other countries is shown by the fact that this gentleman has taken the agencies of many of our firms in competition with the best and cheapest that can be produced in America and Europe.

Mr. de Schryver has arranged to represent some 15 or 16 firms in New Zealand and Queensland. He points out that in the colonies local jealousy operates to a very great extent, and, therefore, merchants in one colony are very adverse to buying through a house situated in another colony. He attempts, therefore, only to do business in Queensland and New Zealand. Both these colonies are thoroughly covered by travelers who go over the ground three times a year, so there is every probability that our members will have their interests well looked after in that market.

Mr. de Schryver's references from New Zealand were of the very highest, both



personally and respecting the firm which he represents, and the Association looks forward to a profitable business for those members with whom he has established connections.

Mr. de Schryver returns through Canada about November 1, and will then proceed with his samples to the Australian market.

Below will be found a letter from him giving valuable suggestions about the packing and shipping of goods to Australia, for which the Association is much indebted to him.

### SHIPPING INSTRUCTIONS FOR AUSTRALIA.

By Th. de Schryver.

**I**N the first place, let our manufacturers be fully aware of the fact that Australia is an open market for everyone, and there is no chance for any manufacturer who cannot compete in his particular line either in price or quality. Everything being equal, he can certainly expect that the preference will be given to him.

There certainly is a strong feeling of good fellowship in Australia towards Canada, and any other British possession, and a Canadian manufacturer should be able to take advantage of this sentiment.

He must, however, be very careful in the execution of his orders. It takes such a long time before any error can be rectified, or before any wrongly sent goods can be replaced; besides, it is not pleasant for a customer to lay out a large amount for duty, in most cases 25 per cent. ad valorem for goods which prove to be useless.

Another important matter is the packing of the goods. Let makers be well aware that the freight is charged by measurement, and that an inch all around means great waste of money. Clamping, wherever practical, ought to be done inside the case and not outside, as the measuring is done over the extremes, and one clamp of one inch in thickness means freight for one inch on the whole case.

All goods must be packed in cases; damageable goods in zinc or tin lined cases. Never pack any goods in bales or bundles; they will come to grief, and repairs are very expensive and sometimes impossible. For carpets in rolls, I would use strong pulp board, as used to protect rolls of papers, and then cover them with sackcloth. In that case, hooks can only damage the external lining. In the case of goods which are sold exclusive of packing, cases, etc., have invoices made out less the cost of such packing, and charge packing, etc., extra, otherwise the customer has to pay duty for the full amount. For instance, say we sell 100 cases of cheese at \$5 each, inclusive of case and packing; the value of the case and packing may be 25c. each. In that case, make out the invoice as follows:

100 cases cheese at \$4.75, equalling.....	\$475
100 cases and packing at 25c., equalling	25
Total .....	\$500

If this is not done the customer will have to pay 25 per cent. on \$25, that is, \$6.25 too much duty.

Invoices must always be made out in triplicate, but the copies must be as clear as the original invoice, and, as a rule, should be as explicit as possible in order to prevent mistakes. Customary abbreviations ought never to be used. Manufacturers must not forget that his customer very often has to handle hundreds of different lines, and one cannot suppose that he is fully posted up in every line.

Shipping instructions have to be followed up to the letter; a seemingly unimportant direction overlooked may cause great trouble and loss.

Finally, let the Association agitate for better connection with Australia and fixed and lower rates; also for direct telegraphic communication, and we will do the same at the other end.

### WEST AUSTRALIA EXHIBITION.

The Association is indebted to Mr. Thorn, of the Metallic Roofing Co., for a copy of the official catalogue of the West-Australian Industrial Exhibition held in Perth.

This exhibition is directly under the management and control of the Chambers of Commerce of the city of Perth, and is a thoroughly representative industrial exhibition.

In Australia there does not seem to have been introduced into the exhibition that element of recreation and amusement which has become so prominent a feature in Canada, but the exhibition aims at being an adequate representation of the industrial development of the country.

### FRENCH LETTER.

British Vice Consulate,

Philippeville, August 2, 1900.

Dear Sir,—Many thanks for The Canadian Trade Index.

I shall be most happy to do anything to assist the objects you have in view and reply to any demands for information that may reach me through your channel.

I do not know how Canada stands with France as regards duty. It is the great stumbling stone in trade with Great Britain.

The United States, however, seem to have got a hold in the market for certain articles; i.e., ploughs, for instance, suitable for vineyards and light work. They have an article, the "Imperial," selling retail at \$9, three months' credit allowed by the local tradesman. Can your firms do anything in this line? There is certainly an opening.

I am, dear sir,

Yours faithfully,

Vice Consul.

### TRADE WITH BRAZIL.

**T**HE Association was favored with a visit from Mr. Sidney Barnett, late of Niagara Falls, Ont., but now located in Para, Brazil.

Mr. Barnett is anxious to secure connections with some Canadian firms who are anxious to do business with the Brazilian Republic.

In the district of Para, from which he comes, practically nothing is produced save rubber; and all food products, etc., have to be imported. The imports of these are estimated to be worth \$40,000,000 annually; in fact, everything which is consumed has to be imported into the State, mostly along the river Amazon and its branches. Most of these goods come from England, although the United States is now competing for trade, and Germany is now making efforts to increase her trade in this market, having just established a line of steamers to run from German ports. The English steamers give a service for the United States and Europe every 10 days, but this service is to be improved shortly.

Large quantities of flour are imported, but Mr. Barnett was not sure that Canadian flour would stand the hot, damp climate of that country. Canada, he thought, could, however, supply bacon, ham, canned goods, dairy products, etc. He suggested that some Canadian manufacturers should combine their efforts and send out a gentleman to study the situation, inquire into the class of goods wanted and the best method of packing, etc. This is the method the Germans have followed, and followed very successfully.

### CARACAS.

From Caracas, Venezuela, comes a letter from W. Anderson, formerly British Consul at Laguaira, but now attached to the British Legation in Caracas. He expresses his thanks for receipt of Canadian Trade Index and states his desire to meet with Canadians who are willing to do business in this market. He states that the indications now point to the beginning of a prosperous era in the history of the country and that trade both home and foreign will be much improved. A large American house has been established, through the cooperation of several manufacturers of the United States, where their samples are exhibited for inspection by the public. The writer believes that the establishment of a similar house in the interests of Canadian manufacturers would mean a large increase of trade in many staple lines. He expresses his willingness to correspond with any Canadians who may be interested in this district and furnish references of high standing as to his financial position and business reputation.

Any further information may be had through the Association, as he has furnished a very full article dealing with the lines upon which he has organized business for any Canadian manufacturers who are interested in that market.



## SOUTH-AFRICAN NEWS.

### SOUTH AFRICA.

**D**URING the past few months Mr. Thomas Moffatt, of the firm of Moffat, Hutchins & Co., of Cape Town, was in Canada in close touch with many of our leading manufacturers, and has arranged in many cases for the representation of firms for that market. For the guidance of those who have established connections with him, he has written the following letter indicating the lines on which business may and should be done with his firm in South Africa. It is published in full for the benefit of our readers:

Toronto, August 17th, 1900.

Secretary Canadian Manufacturers' Ass'n,  
Board of Trade Building, Toronto.

Dear Sir,—Through the medium of your Association I wish to draw the attention of manufacturers to the fact that a large majority of South-African importers have purchasing agents in London and New York, who are paid a commission by the importers on all purchases made by them, and in some instances the South-African house is bound by an agreement not to buy outside of its duly appointed agent in New York or London.

It has recently been brought to my notice by the firm of Moffat, Hutchins & Co., of Cape Town, who represent Canadian manufacturers exclusively, on commission, that after importers have been solicited by their representatives, orders from the samples and catalogues shown to them are frequently sent to the Canadian manufacturer through the New York commission house, with the result that M. H. & Co. get no remuneration whatever for the services which they are rendering to Canadian trade at considerable expense.

This result is manifestly unfair, and I would suggest that all Canadian manufacturers who desire to do business in South Africa, through the office of the above firm, provide for the payment of the usual selling commission of 10 per cent. on all business, and that they keep and render periodically an account of all goods shipped to South Africa from the port of New York.

The above should be embodied in the form of an agreement in a letter which should be mailed to M. H. & Co. by each manufacturer doing business through them.

Yours, very truly,

THOS. MOFFAT,

Commercial Agent.

### SHIPPING INSTRUCTIONS.

1st. Ship by direct steamer to South Africa, via New York.

2nd. Employ Mr. J. B. Smull, shipping agent, 24 State Street, New York, to look after shipments at New York when quick despatch is necessary.

3rd. Prepay ocean freights and save five per cent. primage.

4th. Mark cases "M., H. & Co., Cape Town, South Africa," and number them. Refer to these numbers and state the contents of each case on separate invoice.

5th. Invoice in duplicate at factory prices for Customs purposes, and add freights to separate invoice.

6th. Provide for payment of duty, dock dues and landing charges on all samples.

7th. Enclose catalogues and price lists figured F.O.B. steamer at New York where practicable.

8th. South-African orders are generally taken cash against discounts, unless where goods are ordered through a New York commission house.

THOS. MOFFAT,  
Commercial Agent, South Africa.

### THE MERCANTILE GUARDIAN.

Attention has been already drawn to the arrangements which are being made by The Mercantile Guardian, a monthly publication issued in London, for the purpose of fostering inter-Imperial trade by a special South-African number, to be published as soon as the war is over. The intention is to send at least 10,000 copies to all the principal buyers in South Africa, and the cooperation of the Association is asked for in this matter.

The special issue of The Mercantile Guardian will go direct to the principal buyers, Government departments, municipal, railway and mine officers; to merchants, tradesmen and storekeepers, and the editor is most confident that advertising in the paper will bring substantial returns to those making use of its pages. Each of the members of our Association has already received a copy of the paper, and the editor has expressed his willingness, if a sufficient number take up the matter of advertising, to make a special Canadian section in this South-African issue, keeping the advertisements separate, and, in fact, if desired, print them on different colored paper.

It may not be out of place to mention that The Mercantile Guardian has for many years been known as a persistent friend of Canadian trade, and its references are very high. One feature of the publication is the appendix, known by the title of "In Confidence." This section gives complete information relating to all shipments received at the important colonial ports, and gives the number of bales, cwt. or cases of merchandise received by each of the various firms there doing business, and, also, the class of goods they are receiving. This supplement, which is published monthly, enables those manufacturers who are looking for an export trade to ascertain exactly what goods in their line are going into the

different ports, also to what merchants they are being sent, and so this facilitates very greatly the opening up of trade in connection with foreign countries.

### SOUTH-AFRICAN MERCHANT.

Early in September the Association was favored with a visit from Mr. A. E. Brooks, formerly of Toronto, but now in business as a merchant in East London, South Africa. He was in Canada and the United States for the purpose of purchasing for his business in South Africa, and is anxious to get more closely in touch with some of our Canadian manufacturers. He stated that he was particularly interested in machinery, furniture and woodenware, and would be glad to receive catalogues from our manufacturers or to answer any inquiries directed to him.

### SOUTH-AFRICAN HOUSE.

Messrs. The Canadian Manufacturers' Association, of Toronto, Toronto.

Dear Sirs,—Having had your name brought before us we beg to bring to your notice the services of our house at Durban, Port Natal and at Johannesburg. We also trust shortly to open an office at Cape Town.

We shall be glad to act for you in any way, and should esteem it a favor if you would be good enough to mention our name to any Canadian shippers who already have or purpose forming connections in South Africa. We enclose, under separate cover, our Shippers' Guide, which you may find serviceable, and also a few of our cards which will show you the position we occupy. We feel sure South Africa will afford a large field for Canadian merchants and we trust they will share to a very considerable extent in the prosperous times which we anticipate will follow the close of the present hostilities. We should be obliged by your forwarding us a copy of your directory of manufacturers, and would also thank you to send one to our Durban friends.

Trusting we may be mutually beneficial to each other,

We remain, yours faithfully,  
NIVEN, MITCHELL & COTTS.

### SOUTH AFRICAN JOURNAL.

The following letter dealing with the South-African trade is quite interesting:

The Secretary Canadian Manufacturers' Association, Room 601 Board of Trade Building, Toronto, Ont., Canada.

Dear Sir,—We are in receipt of your favor of September 30, in reply to which we shall have much pleasure in placing your Association on our exchange list, and trust to receive your publications as issued. We



trust that the regular receipt of this paper by your Association will induce Canadian manufacturers to pay greater attention to the South-African market than hitherto, for, in our opinion, it is nothing short of lamentable that that country should have been neglected for so long by your compatriots, who surely are in a position to compete with their American neighbors. So far the latter would appear to have monopolized the major portion of the trade, next to Great Britain and Germany, and on patriotic grounds, therefore, it is hoped that this state of affairs will be remedied by the enlightenment which we hope will follow by the regular perusal of this journal.

Yours faithfully,  
THE BRITISH AND SOUTH  
AFRICAN EXPORT GAZETTE.

### SOUTH-AFRICAN DIRECTORY.

Messrs. Kelly's Directories, Limited, London, England, are announcing in another column the publication of their directory for South Africa, and are drawing the attention of Canadian manufacturers to the importance of this work as an advertising medium for making their goods known to buyers in the South-African market.

### REGISTRATION OF EXTRA-PROVINCIAL COMPANIES.

The Association is in receipt of the following valuable letters from Mr. D. E. Thomson, honorary solicitor of the Association:

"Dear Sir,—We presume you have called the attention of your members doing business in this Province who are incorporated otherwise than under the Statutes of the Province to the Act passed at the last session of the Ontario Legislature requiring them, under severe penalties, to register with the Provincial Secretary before November 1. If not, it might be worth your while to call their attention to the Act.

"Finding that some of our clients had overlooked the matter made us wonder whether your attention had been called to it."

And again, under date of October 9, as follows:

"Dear Sir,—Referring again to the subject of registration of extra-provincial corporations, about which we are duly in receipt of your kind letter of October 8, our attention has since been called to the case of foreign corporations sending goods to this Province for sale on consignment, which are apparently covered by the Act, although the cases of sales of goods by travelers or by correspondence are excepted.

"Possibly some of your members may be interested as agents of foreign companies doing that class of business, in which case they should call the attention of their principals to the Act.

"The penalties which the Act provided are chargeable against the agents as well as the companies themselves."

### TRADE IN ANTIGUA.

Secretary Canadian Manufacturers' Association, Toronto.

Dear Sir,—I am in receipt of your favor of September 28, and contents will have my careful attention. I thank you for copy of The Canadian Trade Index.

The main difficulty about introducing Canadian manufactured goods in this market is that nearly all the stores which handle manufactured goods—as distinct from foodstuffs, etc.—are worked by English (or Scotch rather) capital, and the proprietor in many cases lives in the United Kingdom, his business here being managed by an attorney or manager. Consequently, it is not possible to do much on the spot towards pushing Canadian goods, as the managers are not in a position to place orders of any size even were they willing to do so.

The business in foodstuffs on the other hand is differently handled, and in this line Canadian products are having a fair chance and making headway.

All business is unfortunately at a very low ebb in this colony, a series of years of bad crops having seriously crippled the financial resources of all classes of the community.

As an instance of a Canadian manufacture that has been successful in capturing this market, I may mention soap, the St. Croix Manufacturing Company, of St. John, N. B., having now practically driven all other soaps of a certain class out of our market.

I am, dear sir,  
Yours faithfully,  
R. BRYSON,  
Canadian Commercial Agent.

### TRADE WITH DENMARK.

Some time ago there was published in INDUSTRIAL CANADA some particulars relating to the possibility of trade through the free port of Copenhagen with the North European countries.

Mr. Th. N. Visholm, who was for some years engaged in business in Copenhagen, has been in Canada during the past summer, and expressed himself very hopefully as to the prospects of Canadians doing business in the North European countries.

He is anxious to secure the representation of some good firms who might establish a profitable business in Denmark, Norway and Sweden and Russia.

Copenhagen, being a free port, is used largely for shipping, merchants sending their goods there in bulk, and then breaking them up for distribution to other points.

Mr. Visholm has furnished to the Association a very full account of the imports and exports of Copenhagen, and the lines which might be worked to advantage there. If any members are interested in this trade, they may secure this information on application to the Association, or communicate

with Mr. Visholm direct. His knowledge, both of affairs in Denmark and of Canadian industry, should make him particularly suitable for the representation of Canadian firms in his Mother Country.

### TRINIDAD.

From Edgar Tripp, Port of Spain, Trinidad, comes the following letter dealing with the position of affairs in the West Indies and the possibilities for extension of Canadian trade there:

Secretary Canadian Manufacturers' Association, Board of Trade Building, Toronto.

Dear Sir,—I have to acknowledge the receipt of your letter of July 27, together with The Canadian Trade Index, which appears to have been carefully prepared, and will no doubt be valuable as a work of business reference.

I am also obliged to you for the complimentary copies of INDUSTRIAL CANADA, which I shall place on the table of the commercial news room.

The traders here do not issue priced catalogues of their goods, but they, of course, receive the usual catalogues from manufacturers abroad, which you will already have. But I send under separate cover the trade statistics for 1899, in which you will find complete returns of the total value of all articles imported and exported. I also send a list of the members of the Chamber of Commerce with their occupations.

Yours faithfully,  
EDGAR TRIPP,  
Commercial Agent for Canada.

It might be of interest to note that all the members of the foregoing Chamber of Commerce have been sent copies of The Canadian Trade Index.

### TURKEY IN ASIA.

British Consulate General,  
Baghdad, August 22, 1900.

To the Secretary, Canadian Manufacturers' Association, Room No. 601, Board of Trade Building, Toronto, Canada.

Dear Sir,—I have the honor to acknowledge receipt of your letter, dated June 29, 1900, with a copy of The Canadian Trade Index.

In accordance with your request, I will with pleasure communicate to your Association any inquiries which I may receive regarding Canadian goods. At the same time I regret to say that I do not think there is at present a good opening for Canadian products here. The principal articles imported by the firms of repute are piece goods and sugar, while the dealers in miscellaneous articles are petty traders, practically all of whom are Turkish subjects and most of whom are Jews, who purchase merchandise in, comparatively speaking, very small quantities, and with whom it might not be profitable for Canadian manufacturers to deal.

I have the honor to be, sir,  
Your most obedient servant,  
(Signed) P. J. MELVILLE,  
Acting British Consul, Major-General,  
Baghdad.



## BRITISH TRADE NEWS.

### TRADE INQUIRIES.

IN the August issue of *INDUSTRIAL CANADA*, a list was published of the articles of Canadian manufacture that were being inquired for by foreign buyers. Since then the secretary has learned, through the High Commissioner in London, and also through the Imperial Institute, of foreign firms who are anxious to be placed in communication with Canadian producers of the following articles:

Apples, dried (several inquiries).  
Asbestos.  
Box boards, spruce.  
Canned goods (several inquiries).  
Cloth boards.  
Cypress veneers.  
Feathers.  
Flour.  
Fruit, evaporated (several inquiries).  
Grain.  
Gypsum (large demand).  
Handles, for hammers, shovels, etc.  
Hardwood strips.  
Leather.  
Meal.  
Oilcake.  
Ores—lead and iron.  
Paper and pulp.  
Soapstone.  
Strawberry pulp.

Inquiry has also been made for the names of Canadian firms who would buy or represent the following goods in this country:

Acetylene generators.  
Almonds (Italian).  
Bunting.  
Cableways.  
Chimney pots.  
Collars and cuffs.  
Cotton manufactures.  
Flags.

Fluid for preventing and removing the incrustation in land and marine boilers.

Gas and oil engines.  
Hoisting apparatus.  
Interlinings.  
Oranges (Italian).  
Olive oil.  
Oil.  
Pulsometers.  
Steam derrick cranes.  
Scotch whiskey and rum.  
Umbrella parts.  
Varnish.  
Wines (Italian).  
Woollens.  
Yarns.  
Zinclair ventilators.

The names of these inquirers may be had on application to the secretary of this Association.

### ENGLISH AGENT FOR A CANADIAN FIRM

The Association is in receipt of a letter from a gentleman in London, England, desiring to secure the representation of good Canadian firms who are looking for an export business in England. He states that he has had unique advantages for obtaining orders, owing to his long connection with trade matters, and his local knowledge of the different markets. He offers to furnish the very highest references, and his terms are arranged on a basis of commission on results attained.

His name and address may be obtained from the Association.

### FURNITURE.

The Association is in receipt of a letter from a firm in Liverpool as follows:

"We would esteem it a favor if you could give us the names of good houses for roll-top desks and kitchen and breakfast tables. We are open to buy largely kitchen and Pembroke tables if prices are right. The sizes we require are:

"Pembroke, 3 ft., 3 ft. 3 in., 4 ft.

"Kitchen, 3 ft. 6 in. by 2 ft. 6 in., 2 ft. 9 in. by 4 ft., 2 ft. 9 in. by 6 ft. 6 in., 2 ft. 9 in. by 5 ft.

"Pembrokes, whitewood top, base finished; that is legs and framework.

"Kitchens, elm top, hardwood base, finished and unfinished.

"If you could oblige us with the above information, we should be very much obliged."

The name and address of the above firm may be had from the secretary of the Association.

### FURNITURE.

A letter from an English firm in Liverpool reads in part as follows:

"We are desirous of securing the representation of a firm of desk manufacturers on this side, as our travelers would carry their designs. We would send out catalogues to every country, advertising their name and desks to a large market on this side. Already there is a firm in Liverpool representing an American house of desk manufacturers, and their catalogues are sent all over the country, so why should not those of a Canadian firm, which is practically English?

"If you could also oblige us with the names of extension table manufacturers we would deem it a great favor, as we are in want of those and have many inquiries. We placed a good sample order with an American firm, and have just learned that they do not want to do an export trade, as they have sufficient home orders to keep them going, and this has disappointed not only

us, but our buyers, as we had numerous orders for them. We are open to communicate with any of your furniture manufacturers, as we buy almost everything in the furniture line, and, perhaps, some who have not done an export trade would begin now, and, if we thought their class of goods would suit the English market, they could appoint us agents, or we might buy ourselves."

The name and address of this firm will be gladly furnished to Canadian firms by application to the secretary.

### COLONIAL CLUB.

THE Association is in receipt of a very interesting letter from Mr. Walter Lindley Jones, a member of the Executive Committee of the "Colonial Club," and this year holding the office of chairman of the Entertainment Committee. With the letter comes a prospectus of the "Colonial Club," which states that "the growth of the Colonial imports and increased intercourse which the present facilities of travel have promoted between the Colonies and the Mother Country have rendered the procurement of a Central Colonial House for an Imperial rallying point in London a pressing necessity." The club has been promoted for the purpose of affording all the advantages of a high-class club, with the attraction of an Imperial social centre for subjects of the British Crown who are residing in, or temporarily visiting London. Lord Strathcona is one of the vice-presidents. The premises in Whitehall Court offer every convenience to the members. The subscription is only one guinea per annum, and membership affords a great boon to Colonials who are visiting England for a period, as they find themselves practically at home and meet plenty of men from every part of the Empire. Mr. Jones further states that if any members of the Association are visiting England he will be glad to put them on as visiting members of the club, giving them the use of the premises for a fortnight, without charge, if they come armed with a letter of introduction from this Association.

### BRITISH TRADE JOURNAL.

Secretary Canadian Manufacturers' Association, 601 Board of Trade Building, Toronto, Canada.

Dear Sir,—I am writing to acknowledge your favor of July 30, advising us of the despatch under separate cover of your Canadian Trade Index, for which we are much obliged. We have also received the copies of your publication, and if you will cause them to be sent to us regularly, we will send in return a copy of our edition in



the English language monthly in exchange for same.

Possibly, among your members you have many who are desirous of cultivating over-sea trade, and, therefore, would find it advantageous to advertise themselves in one or more of our editions, of which we have four, printed in English, Spanish, Japanese and Russian, the two latter being printed and published at our own offices in Tokio and Moscow respectively.

Yours faithfully,  
THE BRITISH TRADE JOURNAL.

### TRADE WITH WALES.

During the past month the Association was honored by a visit from Mr. W. L. Griffiths, Canadian Government representative at Cardiff, Wales.

Mr. Griffiths speaks enthusiastically of the improved public sentiment in Great Britain with reference to the colonies in general and Canada in particular, and thinks that this sentiment will tell very favorably in extending business connections between Canada and the Mother Country.

Mr. Griffith's duties are partly in connection with immigration and partly in connection with trade and commerce.

In the Department of Immigration he states that there is a greater tendency for the English emigrants to come to Canada now instead of going to the United States or other countries. This tendency will, he thinks, be accentuated when the present commercial prosperity is in some measure checked and Britons are compelled to look oversea.

He states that, as a representative of trade and commerce, many inquiries have come to him from manufacturing firms seeking openings. He has already had several instances of the sale in Wales of Canadian manufactures. For instance, scrap iron has found a profitable market there, and fruit pulp has also been profitably shipped.

Mr. Griffiths declared his willingness to furnish any information he could, that would be of assistance to Canadians wishing to form closer business connections with the Mother Country. He will keep closely in touch with the Canadian Manufacturers' Association and will report thereto openings of any kind that might interest our members.

### NORWAY.

From C. E. Sontum & Co., of Christiana, Norway, comes a letter replying to the receipt of The Canadian Trade Index and expressing a desire to establish connections with any Canadian manufacturers who are looking for a market in that country.

Mr. Sontum is the Canadian Government representative in Norway and Sweden, and his firm is especially equipped for handling goods of Canadian manufacture.

Any communications addressed to them will receive careful consideration.

### REPRESENTATIVE IN WALES.

The Association is in receipt of a letter from a good produce dealer in Cardiff, Wales, asking for the names of any butter and cheese shippers in Canada who want an agent in Wales. He offers to supply most satisfactory references as to his standing, through his bankers and others, and desires to secure an agency for South Wales and Bristol.

### TRADE WITH THE WEST INDIES.

THE Association is in receipt of a number of letters from Mr. C. D. Davies, who was in Canada for some time and who has arranged for the representation of several of our leading manufacturers in the Island of Trinidad. Mr. Davies has had valuable experience as an export agent for certain American manufacturers. He is now turning his attention more particularly to the representation of Canadian firms. He is leaving for Trinidad very shortly, and is there arranging to keep in constant touch with the Association. If any of our members require information at any time in relation to the position of affairs in that market, Mr. Davies will be very glad to furnish it. Furthermore, if some are looking for a suitable representative in that market, they can communicate with him direct and furnish samples of their wares.

Under date of September 7, he wrote asking the names of manufacturers of cheap lines of chairs for export, as he was then in a position to handle large orders for chairs, also for cheaper lines of furniture.

There are many other lines also in which he considers an export trade may be done with this country, and the establishment of direct regular steamship communication between Canada and the West India Islands will, no doubt, largely increase the interest which Canadians have in that market.

### A GOOD LETTER FROM CHILI.

The following is a splendid letter received from the British Consulate at Valparaiso, dealing with the important question of trade with Chili. A few more British Consuls of this stamp would do much to extend the sphere of Canadian and British commercial supremacy:

British Consulate General,  
Valparaiso, August 29, 1900.

Sir,—Your communication of June 29, enclosing The Canadian Trade Index, arrived to-day. I will bring, as far as lies in my power, the articles in the Index to the notice of the Chilean market, and will write to you shortly on the subject. Such a trade index, issued from one of the great Provinces of the British Empire, is the first that I have seen, but every colony should follow Canada's example.

You have no need to remind me that I am a representative not only of the United Kingdom, but also of the British Empire,

for I place the Empire first, and nothing gives me greater pleasure than to be able to assist the Empire's trade. I have on many occasions answered inquiries from Canada, and shall always give your requests my best attention.

If you would spare me three more copies of the Index I could place them to the advantage of the Association.

If the colonies would only use the British Consuls more, they would find new outlets for trade in many places hitherto untried.

I have the honor to be, sir,

Your most obedient, humble servant,  
BERRY CUSACK SMITH, K.C.M.G.,  
H. M. Charge d'Affaires and Consul-General for Chili.

In another letter he refers to the fact that there are good openings in Chili for all kinds of mining machinery, stoves, ranges, umbrellas, varnishes, carriages, lamps, furniture, flour, biscuits, acids, envelopes, and jute bags.

### CENTRAL AMERICA.

British Legation,  
Guatemala, July 30, 1900.

Dear Sir,—I am much obliged to you for your letter of the 29th ult. enclosing me a copy of The Canadian Trade Index. I have handed the same to Mr. J. W. Melville, who was recently appointed British commercial agent for Central America.

I need scarcely say that I shall be delighted if I can personally be of any use and service to any Canadian firms. At the same time I would like to add that business here is so bad, and the financial situation so uncertain, that it is advisable to enter into no contracts and make no shipments of goods without having excellent guarantees for payment.

I remain, dear sir,  
Yours faithfully,  
C. H. MAXWELL TRAYNER,  
H.M. Consul.

British Consulate,  
Panama, August 9, 1900.  
Canadian Manufacturers' Association,  
Toronto.

Sirs,—In reply to your communication of June 29 last, I have received the copy of The Canadian Trade Index, and have placed it in a conspicuous place in the Consulate office where the public can have free access to it.

It is hardly necessary for me to add how pleased I shall be to answer inquiries and furnish information regarding trade in my district to the merchants in the Dominion of Canada, and any subject of interest to them I have always dealt with in my annual report upon those matters.

I am, sirs,  
Your obedient servant,  
G. MALLEY.



**NEW YORK HOUSE.**

The Association was favored with a visit from Mr. J. A. Nones, an export manufacturers' agent, with offices at No. 11 Broadway street, New York, and 5 Bradford avenue and Redcross street, London, England.

He was in Canada for the purpose of seeking the representation of some special lines of Canadian manufacture for shipment to foreign ports, and established connections with one or two firms here in Canada. He proposes making a special trip to Canada in the near future, and will possibly meet with other of our manufacturers.

**FORMOSA TRADE.**

From Tamsui comes a letter from the British Consul there as follows :

"Dear Sir,—For your Trade Index, which

is to hand, please accept my best thanks. I shall be happy to be of any service in promoting Canadian interests. As Formosa is now a Japanese possession, and the Consulates here are officered from our service in Japan, I will place the Index in their hands for use in trade matters."

**H. C. Roller,**

101 Tyndall avenue, TORONTO.

Technical Chemist.

Commercial analysis of raw and finished materials. Valuation and utilization of waste products. Processes investigated and developed. Correspondence solicited.

**Geo. S. Carr,**

11 and 13 William street, NEW YORK.

Export Sales Agent for Canadian Manufacturers.

Customs and Insurance Broker and Foreign Forwarder.

**GENERAL DIRECTORY OF SOUTH AFRICA.**

Messrs. Kelly's Directories, Limited (London, Eng.), beg to announce that a new edition of the above Directory is now in course of preparation, and desire to draw the attention of Canadian Manufacturers to the importance of the work as an advertising medium for making their goods known to buyers in South Africa. Being the standard work it reaches the very people whom manufacturers desirous of opening up or extending their export trade with South Africa would desire to get in touch with the actual buyers themselves.

For further particulars, charges for advertisements, etc., apply to

**Dominion Branch, Kelly's Directories, Ltd.**

W. P. DENT, 71 Victoria St. Toronto, Ont.  
Manager.

**SPECIAL AWARD--GOLD MEDAL--PARIS 1900.**  
TO EXPORTERS AND IMPORTERS.

The publishers beg to draw attention to the preparation of the 15th edition of the "Merchants, Manufacturers and Shippers' Directory of the World," containing classified lists of Trades and Tariffs for all countries. For further particulars, charges for advertisements, etc., apply as above.

**MEMBERS' BUSINESS DIRECTORY.**

*The Canadian Manufacturers' Association, in annual meeting assembled, decided to admit advertising matter from its members in INDUSTRIAL CANADA, under certain restrictions. It was felt that the paper should not be a means of competitive advertising by our members, but that its value would be increased by having included a classified list of businesses represented, so that wherever it went it would give a fair representation of Canadian manufactures. The advertisements received this month represent only a beginning, as it is hoped that every member will see his way clear to using INDUSTRIAL CANADA as an advertising medium. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business.*

**ASBESTOS.**

**The Eureka Mineral Wool & Asbestos Co., 136 Bay street, TORONTO.**

Asbestos Cement, Paper, Mill Board, Wick, Rope, Pipe and Boiler Coverings, Packings, etc.

**AGRICULTURAL IMPLEMENTS.**

**David Maxwell & Sons, ST. MARYS, ONT.**

Manufacturers of Harvesting Machines, Stock Raisers' Implements and General Farm Machinery.

**BANK AND OFFICE FITTINGS.**

**The Globe Furniture Co., Limited, WALKERVILLE, ONT.**

Counters, Screens and Metal Work for same; Standing Desks, Dado, Doors and General Interior Finish; Store Fixtures.

**BILLIARD TABLES.**

**Samuel May & Co., 74 York street, TORONTO.**

Billiard Table Makers.  
Billiard and Pool Turners.  
Billiard Cue Makers.  
Billiard Cloth Importers.

Send for Catalogue and Price List.

**BRUSHES AND BROOMS.**

**Boeckh Bros. & Company, TORONTO.**

Manufacturers and Exporters of Brushes, Brooms, Woodenware and Display Tables.

**CARPETS.**

**The Toronto Carpet Manufacturing Co. Limited, TORONTO.**

Manufacturers of Wool and Union Ingrain Carpets and Art Squares, Axminster Carpets and Rugs; Smyrna Whole Carpets and Rugs.

**CHURCH AND SCHOOL FURNITURE.**

**The Globe Furniture Co., Limited, WALKERVILLE, ONT.**

Pews, Rails, Screens, and Platform and Chancel Furniture; Model Automatic Desks and Teachers' Desks; Lecture Room Chairs, Settees, etc.

**CONFECTIONERS' MACHINERY.**

**Fletcher Manufacturing Company, TORONTO, CANADA.**

Onyx, Marble and Silver-plated Soda Water Fountains; Bakers', Confectioners' and Cooks' Tools, Machines, Utensils and Supplies; Waxed Paper Julep Straws.

**COPPER WORK.**

**The Booth Copper Co., Limited, TORONTO, CANADA.**

Coppersmiths and Metal Spinners.  
Brewers', Distillers' and Confectioners' Copper Work.

**CORRUGATED IRON.**

**The Metallic Roofing Co., Limited, TORONTO, MONTREAL and WINNIPEG.**

Manufacturers of Corrugated Iron, painted or galvanized; straight or curved; any gauge or length up to 10 ft.

Our Corrugated Iron is pressed, not rolled, consequently corrugations fit accurately.

**DISTILLERS.**

**Hiram Walker & Sons, Limited, WALKERVILLE, ONT.**

And London, New York, Chicago, Atlanta, Mexico City, Victoria, B.C.

"Canadian Club" Whiskey.

**DRESSINGS—LEATHER.**

**Domestic Specialty Co., HAMILTON, ONT.**

Manufacturers of Blackings, Dressings, Dyes, Stains, Waxes, Bottom and Edging Inks and Rubber Cement.



**ENVELOPES.****The Barber & Ellis Co., Limited,  
TORONTO.**

Envelopes of every quality and size. The largest output in the Dominion.

**FUEL.****The Standard Fuel Co.,  
TORONTO.**

Importers  
All-rail Coal.  
Prompt Shipments Guaranteed.

**FURNITURE.****The Anderson Furniture Company,  
WOODSTOCK, ONT., CAN. Limited.  
BRANCH—Bell Wharf, South Bromley, London, E., England.**

Manufacturers and Exporters of all kinds of Chairs, Tables, Desks, etc.

**INTERIOR WOOD WORK.****The Chas. Rogers & Sons Co., Limited,  
TORONTO.**

Bank and Office Fittings, Mantels, Furniture and Upholstery.

**IRON MANUFACTURES.****Pillow & Hersey Mfg. Co., Limited,  
MONTREAL.**

Cut and Wire Nails, Wrought Iron Pipe, Horseshoes, Spikes, Tacks, Bolts and Nuts, etc.

**H. R. Ives & Co.,  
MONTREAL.**

General Founders.  
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# INDUSTRIAL CANADA

ISSUED BY

The Canadian Manufacturers' Association.

Vol. I.

TORONTO, NOVEMBER 20, 1900.

No. 6.

## TRADE WITH CHINA.

Plain, Practical Suggestions, Pointing out Peculiarities of Chinese Business Methods, that must be Respected.

I PROPOSE in this paper to give a few hints which my experience has led me to believe may be of use to manufacturers desirous of introducing their goods into the Chinese markets.

Perhaps the most important point to be borne in mind is that the Chinese are excellent judges of quality, very keen buyers, and able to distinguish slight variations to a much greater extent than is generally supposed abroad; the mistaken belief that less attention requires to be given to the preparation of goods for China than for other markets is far too widely spread, and has already worked much harm in other directions.

### TRADE MARKS.

Great care should be taken that the "chop," or trade mark of the maker, is prominently displayed on all goods or packages, for it is by the mark alone that the Chinese identify their foreign goods: the name of the manufacturer, which is of so much importance in European countries, is an entirely secondary consideration in China, for the Chinese wholesale or retail buyer is in the vast majority of cases utterly unable to decipher or recognize the Roman letters, which are as meaningless to him as the Chinese characters are to us. Chinese order foreign goods from the foreign merchants by the name of the "chop," or trade mark only, and never by the name of the makers; indeed, all foreign merchants in China adopt a Chinese name, consisting of two or three Chinese characters, as often as not entirely different in sound and meaning from their foreign name, and it is by this designation that the Chinese know them, and not by their proper style. The "chop" brand or mark being of such first-rate importance, it follows that the utmost care should be taken that it does not offend Chinese taste in coloring or design. Some colors are considered distinctly unlucky and of bad omen, and the display of the undraped or partially draped human figure is unknown in China, and is decidedly repugnant to Chinese notions of decency; this is also true of the European costumes

of both sexes, but especially of women, the first requisite of dress among the Chinese being that it must conceal the outlines of the figure.

When once goods of a certain "chop" have gained a hold on the market the "chop" becomes a valuable asset, for the Chinese do not readily change a known and tried make for a new one, even of the same quality; but if the quality is allowed to deteriorate, the "chop" soon ceases to be of the slightest use, and will no longer protect the goods against replacement by a better variety.

### PACKING.

Another important matter too frequently neglected is that of packing, which should be carefully considered with reference to the class of goods imported. It should be of the best, and the packages as strong as possible, as the facilities for handling goods in China are generally of the most primitive kind, and the coolie laborers are very rough and careless; wherever feasible, too large packages should be avoided, because of the difficulties of inland transit and the expense of "breaking bulk." Many descriptions of wares will require to be packed with special regard to the intensity and dampness of the heat and the moisture-overladen character of the atmosphere. A careful study of the matter, resulting in the adoption of a thoroughly suitable form of package, will, in many cases, make all the difference between success and failure; and the exporter must never forget that the absence of complaint on this and other points by no means implies absence of cause for complaint, for the goods soon pass out of the hands of the foreign merchant, who is the only one at all likely to criticize, and his inspection is very often of the slightest. The Chinaman is a fatalist; he does not complain, but he does transfer his custom to others who are more successful in meeting his requirements.

### CHINESE ART.

There are many cases in which the branding or marking of goods or packages with their Chinese as well as in their foreign name will be in the highest degree advantageous,

and it is well to state here that the choice of the Chinese name and of the characters representing it is by no means so simple a matter as it may appear, and expert advice should be secured before deciding upon it. In small articles the Chinese are greatly attracted by a neat and ornamental label in accordance with their canons of art; but let the importer beware of having this drawn by a European designer, for the Celestial neither appreciates our art nor understands our perspective, and the only way of securing a design which will appeal to him is to have it made by a Chinese artist, and then reproduced in Europe.

When it is wished to introduce a new article sold by weight, I strongly advise the adoption of the Chinese "picul," of 133½ lb. English, as the unit, instead of the foreign units of weight, as this greatly simplifies matters for the Chinese, and gives the foreign product a better chance of competing with the native article it is intended to supplant.

In fact, the foreign manufacturer wishing to make a market in China, must be prepared to do everything possible to meet Chinese tastes, prejudices and requirements, and must make up his mind to a considerable expenditure of time, thought and money in so doing. The manufacturer who in Europe expends large sums for the services of commercial travelers solely to push his goods and keep them before his actual, or possible, customers will often in

## NOTICES.

- 1.—Adjourned meeting of Executive Committee, Council Chamber, Toronto Board of Trade, Thursday, November 22, at 2 p.m.
- 2.—Institute of Chartered Accountants, Thursday, November 22, at 8 p.m., Canadian Institute Building, Toronto. Address: "Cost Accounts and Their Relation to the Commercial Books," by W. C. Eddis. Every member of the Manufacturers' Association is invited.
- 3.—Regular Executive meeting, Tuesday, December 11, at 2 p.m., in Council Chamber, Toronto Board of Trade. Mr. F. C. Wolfenden, British Columbia Vice-President, will discuss British Columbian affairs, at 3 p.m. Luncheon prior to meeting at 1 p.m. at Webb's.



China refuse to lay out far smaller sums in appropriate directions, although by so doing he might secure a vastly larger return for his outlay. Manufacturing processes, in England especially, tend to become "cut and dried" and to run in fixed grooves, and the managers in too many instances will not face the worry and expense of altering patterns and standards to secure new markets, or adopt previously untried ways and means of informing themselves of their requirements.

While I do not believe that the British manufacturer is so stiff-necked as he is frequently represented to be, and think that he suffers more from lack of knowledge of possibilities than from want of will to meet new conditions, yet there is no doubt that there is room for great improvement in his methods of seeking and winning for himself undeveloped fields, and that there would be little heard of the necessity for "new markets" if he would take proper steps to study and supply those already open to him.

#### NEED FOR COMMERCIAL MUSEUM.

One of the most important and urgently required of these steps, so far as China is concerned, is the establishment of a thoroughly representative and carefully maintained commercial museum of British manufactures in Shanghai, and preferably also in Hong Kong; I have already pointed out that a Chinese must actually see things before he will purchase, and it is remarkable what unlikely articles he will buy when he knows that they exist. Shanghai, which, by the way, is a far more important trade centre than Hong Kong, numbers among its population representatives of every province in China, and Chinese merchants resort to it from all parts of the Empire to purchase goods—and yet there is not a single place, either there or elsewhere in China, where they can examine a representative collection of foreign manufactures; they are dependent on the samples exhibited in merchants' showrooms, and these, although frequently of a remarkably miscellaneous character, are, of course, by no means sufficient or sufficiently accessible. It is said that the authorities of the Philadelphia Commercial Museum intend to establish such an exhibition of American goods in Shanghai, and, if they do, the result will undoubtedly be to give a great impetus to American trade at the expense of our own. A home organization, similar to that of the Commercial Museum at Philadelphia, and widely advertised, is also urgently required; over and over again in China have I heard the usefulness of this institution remarked upon. To take an example: A man, say at one of the smaller treaty ports, wishes to purchase an article either for himself or for the natives, which is a little out of the common class of imports; he would frequently prefer to place the order with a British firm, but he does not know the address of a British maker, and cannot

trouble to make the necessary tedious inquiries; consequently he writes to the Philadelphia Commercial Museum, and receives by return not only the exact names and addresses, but also full catalogues and particulars of several makers of the articles wanted.

In 1897, the United States Consular Report on Chin Kiang contained the following sentence:

"British firms are fully alive to the fact that to introduce goods into China a sacrifice must be made, and it is owing to their recognition of this, that they have maintained their supremacy in the commerce of this country. American firms seem to lose sight of this, and, consequently, have not made the progress they should have made."

This no longer holds true; not only the Americans, but other nations also, are rapidly awakening to a full sense of the importance of the China trade, and it is the British who must now exert themselves to maintain their supremacy.—The Speaker, August 11, 1900, London, Eng.

#### EXECUTIVE COMMITTEE.

##### A BUSY MEETING.

THE regular monthly meeting of the Executive Committee was held in the Council Chamber, Toronto Board of Trade, at 2 p.m., on Tuesday, November 13.

Mr. P. W. Ellis, president, in the chair.

Others present were: C. C. Ballantyne, 1st vice-president, Montreal; C. A. Birge, Ontario vice-president, Hamilton; W. K. George, Frank Stanley, C. H. Riches, R. Harmer, Geo. H. Hees, J. E. Maybée, W. B. Rogers, A. W. Thomas, F. B. Fetherstonhaugh, Wm. Stone, Geo. E. Evans, Thos. Roden, J. F. Ellis, Frank Kent, W. J. McMurtry, J. F. Wildman, J. O. Thorn, Geo. Booth, W. K. McNaught, R. E. Menzie, A. E. Kemp, M.P.

Minutes of last meeting were read and adopted.

The only business arising out of the minutes was the report of the secretary on the organization of the Toronto Industrial Exhibition Association and its relation to the Toronto Electoral District Society.

The receiving of this report was deferred until further down on the agenda paper.

Messrs. J. M. Taylor, A. W. Allen, and C. R. H. Warnock wrote expressing regret at their inability to attend.

A letter from Mr. J. O. Thorn was read, drawing attention to the necessity of insuring the furniture and property belonging to the association.

Instruction was given to the secretary to have proper insurance placed upon the property at once.

##### TARIFF.

A communication was received from The Brackman-Ker Milling Co., of Victoria, B.C., stating that the operation of the present tariff resulted most injuriously to the oatmeal industry in the Canadian Northwest; the duty on oats being estimated on a

specific basis and amounting to some 60 per cent. of the value, while the protection on oatmeal, the finished product, is only some 20 per cent. A report had already been sent to the Minister of Customs, asking for a change to be made, and the Association was asked to support this resolution.

It was resolved that the letter should be referred to the Tariff Committee to be dealt with.

##### MARINE INSURANCE.

A letter was received from the secretary of the Montreal Board of Trade, asking for the support of this Association to the measure before the Governor-in-Council, asking for the appointment of a Royal Commission for the purpose of investigating the question of marine insurance rates charged for hauls and cargoes using the St. Lawrence route.

It was unanimously resolved that this Association should offer its hearty support to the resolution, and that the secretary should so inform the Governor-in-Council and the Montreal Board of Trade.

##### UNIVERSITY EDUCATION.

A letter was read from the registrar of the University of Toronto stating that a committee had been appointed by the university authorities to confer with representatives of the Manufacturers' Association on means to be taken to interest the graduates and undergraduates of the university in the development of the natural resources of our country.

Mr. C. A. Birge, Mr. Ellis and others discussed this move, which it was hoped would be instrumental in keeping the graduates of our Canadian universities within our own borders rather than educating them for positions in the United States.

The president nominated the following committee to confer with the university representatives on the subject: Messrs. J. F. Ellis, Frederic Nicholls, J. W. Flavelle, J. R. Barber, M.P.P., A. E. Kemp, M.P., S. M. Wickett, W. E. H. Massey, W. K. George and the chairman.

##### REPORTS.

Mr. J. F. Ellis presented the report of the Finance Committee, and moved its adoption, seconded by Mr. W. K. George.—Carried.

Mr. Geo. Booth presented the treasurer's monthly statement and moved its adoption, seconded by Mr. J. F. Ellis.

In the absence of Mr. J. M. Taylor, Chairman of the Railway and Transportation Committee, the secretary presented the report of this committee.

Mr. J. O. Thorn moved the adoption of the report, seconded by Mr. Booth.

The secretary announced 24 applications for membership in the Association, all of whom had been properly proposed by two members.

Moved by Mr. J. F. Ellis, seconded by Mr. C. A. Birge, that these applications for membership be accepted.

Mr. J. O. Thorn presented the report of



the Committee on Commercial Intelligence, and moved its adoption, seconded by Mr. W. B. Rogers.—Carried.

#### ASSESSMENT.

The secretary presented the report of the special meeting called to consider the advisability of presenting the views of manufacturers to the Royal Commission appointed to investigate the subject of assessment for taxation purposes.

Moved by Mr. Birge, seconded by Mr. McNaught, that a copy of the report of the formal meeting of manufacturers to discuss this subject should be sent to all members in the Province of Ontario, and their views ascertained as to the most equitable method of assessment; that, when these views have been received, the Parliamentary Committee shall prepare a report for submission to the Commission.—Carried.

#### TRADE INDEX.

The secretary presented a report outlining the work of the Association during the month past, and asking that a special committee be appointed to make arrangements for the issue of the membership directory of the Association on the best possible basis.

Moved by Mr. McNaught, seconded by Mr. Stone, that the report be adopted.—Carried.

The chairman then nominated the following members as a committee to confer with the secretary re the issue of the membership directory: Messrs A. W. Allen, W. K. McNaught, Frederic Nicholls, Frank Kent, J. M. Taylor, Geo. Howell, J. F. Ellis, Wm. Stone.

#### INDUSTRIAL EXHIBITION.

The secretary then presented his report re the organization of the Industrial Exhibition Association, the organization of the Toronto Electoral District Society, and the relation between these two bodies.

Moved by Mr. Fetherstonhaugh, seconded by Mr. McNaught, that the report be received.—Carried.

Mr. McNaught, as chairman of the Industrial Exhibition Association Committee, submitted a letter which he had prepared to send to the City Council in support of a grant of money by that body for the erection of the necessary buildings for the Industrial Exhibition.

Moved by Mr. McNaught, seconded by Mr. Booth, that the letter be received and adopted.

Moved in amendment by Mr. Thorn, seconded by Mr. Fetherstonhaugh, that the report be received.

#### COPYRIGHT.

Before the Industrial Exhibition was discussed, Mr. Maybee moved, seconded by Mr. Thomas:

That the Parliamentary Committee be requested to consider the advisability of asking the Government to reduce the present trade mark fees to the English basis. Can-

adian fees are now \$25 for specific trade marks; the English £1 5s.;

To consider the advisability of asking for the abolition of the anomalous general trade mark;

To frame a request for the substitution of the words "Copyright in Canada" or other simple form for the lengthy notification now requisite;

To make suggestions for ways and means of copyright cuts, labels and novel advertising matter.

Returning to the Industrial Exhibition Association, Mr. Fetherstonhaugh moved, seconded by Mr. J. F. Wildman, the resolution which appears in another column to the effect that the representation of the Toronto Electoral District Society should be considerably reduced, and the membership so taken away given to other organizations more representative of the industries that have a tangible interest in the association.

Mr. Riches moved, seconded by Mr. McNaught, an amendment that if this Association desires additional representation on the Industrial Exhibition Association that it ask for it on the basis that its interests demand it, and that in the event of their doing so, no diminution be requested from the representation of any other association.

Discussion then followed on the various motions before the meeting with reference to the Industrial Exhibition Association. As the meeting had been unusually prolonged, Mr. J. F. Ellis moved, seconded by Mr. Menzie, that the meeting adjourn.

Mr. McNaught, in rising to a point of order, drew attention to a statement in *The Mail and Empire* that The Canadian Manufacturers' Association was going to oppose the Toronto Electoral District Society and its organization, and pointed out that this statement had no foundation and should be corrected by the secretary.

The motion to adjourn was then carried.

### OUR NEXT TRADE INDEX.

EVERY MANUFACTURER SHOULD BE ENROLLED IN IT.

THE Executive Committee of the Association has already appointed a special committee to deal with the issue of the second Canadian Trade Index by the Association, following on the lines of the last issued. It will be a handsome book of at least 250 pages, and will be available for distribution to all parties interested in Canadian products. The plan upon which the work will be prepared has not yet finally been decided upon but it has been suggested that the work should embody at least four parts.

1st. An alphabetical list of the members of the Association, their addresses, and the articles that they manufacture.

2nd. A list of the registered cable addresses of the members.

3rd. An alphabetical list of the various articles manufactured in Canada with the

name of the manufacturers of each. In this connection it has been suggested that the name of the article should be printed in English, French and German, so that the work would be available for distribution in foreign countries.

4th. Space for special display advertisements of those desiring to set forth the particulars of their business in more detail.

Enrollment in parts 1, 2 and, under every article manufactured, in part 3 is FREE to each member of the Association, and this enrollment should be worth the membership fee alone.

A book prepared in this way, in which all the articles manufactured are clearly set forth, so that any inquirer can find out in a moment's time the manufacturers of any article he desires in Canada, should be of immense value.

The earlier Index issued by the Association has been eagerly inquired after, not only by many Canadian, but also by foreign firms. Some 9,000 copies of it have been distributed.

The proposal is that the new Trade Index shall be distributed free of charge to all inquirers for Canadian products at the Glasgow Exhibition and the Pan-American Exhibition, and possibly other means will be taken to secure a complete and valuable distribution of this work.

The Association does not contemplate the issue of another Membership Directory after the one which will now be prepared for some time, and all manufacturers who are contemplating membership in the Association should join in time for enrollment in this Directory, which will no doubt be reserved for some years to come as a standard work on the manufacturers and manufacturing establishments in Canada.

### THE PAN-AMERICAN EXHIBITION.

As the time draws near for the opening of the Pan-American Exposition at Buffalo there is every assurance that this exhibition is going to be carried out on a most representative basis.

The buildings are now in process of construction and those who have seen them state that they will exceed in grandeur those of the World's Fair at Chicago in 1893.

Whether or not Canada will be represented at this exhibition, has not been finally decided, and the Premier during the interview that he granted to the members of this Association, stated that he would take up the matter of exhibitions very shortly, and would be glad to confer with the manufacturers as to the attitude the Government should take with reference to this exhibition.

Any of our members who have any opinion with reference to the attitude of our Government, or manufacturers generally, towards this exhibition would confer a favor by writing the Association.



# TORONTO INDUSTRIAL EXHIBITION.

## DISCUSSION OF ITS ORGANIZATION BY THE MANUFACTURERS.

THIS year the management of the Toronto Industrial Exhibition Association was subjected to more than the usual amount of criticism for the way in which the exhibition was conducted. The complaints against different features of the exhibition came from many different quarters and attracted very considerable attention. This has now died down to some extent, but has, in the meantime, aroused interest in the organization by which the exhibition is run.

The question was brought up at the October meeting of the Executive Committee of the Canadian Manufacturers' Association and the secretary was instructed by the meeting to prepare a report on the organization of the Toronto Industrial Exhibition, and of the Toronto Electoral District Society, and the relation existing between these two bodies.

At the Executive meeting on November 13, this report was submitted and received by the Executive.

The report is as follows:

### REPORT OF THE SECRETARY.

Gentlemen,—

Under instruction of the Executive Committee, I beg leave to submit the following report as the result of my investigation into the organization of the Toronto Industrial Exhibition Association, and of the Toronto Electoral District Society, and the relation between these two bodies:

The Toronto Industrial Exhibition Association was incorporated under Provincial Statutes of 1879, Chapter 81; and was composed of the following:

- Twelve members of the Toronto City Council.
- Twelve members of the Toronto Electoral District Society.
- Five members of the Manufacturers' Association of Ontario.
- Three members of the York County Council.
- Two representatives of the Educational Department of Ontario.
- Two representatives of the Ontario Society of Artists.
- Two representatives of the Toronto Mechanics' Institute.
- Two representatives of the Horticultural Society.
- Two representatives of the Toronto Board of Trade.
- Two representatives of the Stock Breeders' Association of Ontario.
- Two representatives of the Canadian Institute.
- Two representatives of the Fruit Growers' Association of Ontario.
- Two representatives of the Lumbermen's Association of Ontario.
- Two representatives of the Veterinary Association.
- Two representatives of the Poultry Association of Ontario.
- Two representatives of the Ontario College of Pharmacy.
- One representative of the Dairymen's Association of Eastern Ontario.
- One representative of the Dairymen's Association of Western Ontario.

One representative of the Millers' Association of Ontario.

One representative of the Corn Exchange of Toronto.

Making a total of 60 members.

The manufacturers of the Province of Ontario were represented to the extent of 8½ per cent. of the total membership; the agricultural interests were represented to the extent of 10 per cent.; the Toronto City Council were represented to the extent of 20 per cent.; the Toronto Electoral District Society were represented to the extent of 20 per cent.; the others—miscellaneous.

Since that time additions have been made to the membership, and its complexity has been very considerably changed:

- The City Council now has two additional members.
- The Toronto Natural History Society, two members.
- The Ontario Beekeepers' Association, one member.
- Commercial Travellers' Association, three members.
- Dairymen's Association of Western Ontario, one additional member.
- The Clydesdale Association of Ontario, two additional members.
- The Shire Horse Association, one additional member.
- The Hackney Horse Association, one member.
- Canadian Horse Breeders' Association, two members.
- Dominion Shorthorn Breeders' Association, two members.
- Dominion Holstein Breeders' Association, two members.
- Dominion Ayrshire Breeders' Association, two members.
- Canadian Jersey Breeders' Association, two members.
- Hereford Breeders' Association, one member.
- Dominion Sheep Breeders' Association, two members.
- Dominion Swine Breeders' Association, two members.
- Dominion Draught Horse Association, two members.
- Toronto Educational Association, two members.

Bringing the total membership of the Association at the present time up to 94.

The percentage of the Association is now—Manufacturers' Association still five members—5½ per cent.

The agricultural representation—35 members, or 36 per cent. of the membership.

The Toronto City Council—4 members, or 15 per cent.

The Toronto Electoral District Society—12 members, or 13 per cent.

Others—miscellaneous.

From this it will be seen that the membership of the Association has been very considerably extended during the past 21 years, 34 new members in all being taken in. And of these 34 additional members, 25 represent the agricultural and stock breeding interests of the country. The Toronto

Educational Association, the Toronto Natural History Association, the Commercial Travellers' Association, and the Toronto City Council received the other additional members.

The result is that, while the representation of the manufacturers has continued to be five, their proportionate representation has been reduced, and it would require at least the addition of three members to place the representation of manufacturing interests on the same footing in the Industrial Exhibition Association as it was when the Association was organized. But even this is inadequate. At the time the Toronto Industrial Exhibition Association was incorporated the five representatives were given to the Manufacturers' Association of Ontario, and when the capital invested in manufacturing enterprises, as shown by the census taken in 1881, was \$164,900,000, and the number of hands employed 254,000. In 1891, the capital invested in manufacturing interests had more than doubled, and the amount was \$355,000,000, and the number of hands employed was 370,000, or an increase of 60 per cent.

Our census has not yet been taken, but there can be no doubt but that manufacturing enterprises have at least trebled or quadrupled since that time.

Further, our Association is now no longer an Ontario organization, but is in name and actual fact a Dominion association, with a membership of approximately 400.

Consequently, I must submit as my report on this point, that the manufacturers of Canada are inadequately represented in the present organization of the Toronto Industrial Exhibition Association, and that their representation should be at least three times what it is at present.

The means to be taken to secure this representation does not come within the sphere of my report, but must be considered by our committee if it feels that this report is correct in its conclusion as to the representation of manufacturers on this important board.

The Toronto Electoral District Society is organized on a similar basis to other district and township agricultural and horticultural societies, for the encouragement of agricultural and horticultural arts and manufactures.

Such a society as this receives from the Provincial Government a grant to be appropriated for the aims above mentioned, and must each year expend this money in certain specified ways for the working out of the objects for which it was incorporated. It further must have at least 50 members, who pay a membership fee of \$1 per annum.

The annual report of the Toronto Elec-



toral District Society for 1899 presented a financial statement as follows:

Balance on hand from previous year.....	\$134 10
Grant from Legislative Assembly ..	410 00
Membership fees .....	84 00
<b>Total receipts.....</b>	<b>\$628 10</b>
Expenditures as follows:	
Paid as prizes at the Industrial Exhibition.....	\$306 00
Paid as prizes at the Spring Horse Show .....	25 00
Paid as prizes at the Flower Show, held in November.....	100 00
Paid as prizes at the Poultry Show, held in December.....	10 00
Office expenses, secretary, etc.....	62 40
Printing and advertising.....	17 40
<b>Total expenses.....</b>	<b>\$520 80</b>
Balance on hand.....	\$107 30

This shows that in 1899 the Toronto Electoral District Society had 84 members, who each paid a fee of \$1, and the amount of business transacted by it as an organization seems to have been the selection of 12 representatives to the Industrial Exhibition Association: the receipt of \$410 from the Provincial Treasurer and the payment over of this to the Industrial Exhibition and the Flower Show and two other exhibitions.

The relation between the Toronto Electoral District Society and the Toronto Industrial Exhibition Association has always been most intimate; in fact, the Electoral District Society is really the parent of our present exhibition.

It was, along with other district societies, organized for the purpose of holding a fair for the encouragement of agricultural and horticultural arts and manufactures. For this purpose grounds were set apart for it by the Provincial Government and several buildings erected.

In 1879, however, it was found advisable to ask the aid of the city council in building up the fair on a more extensive basis than could have been had the Electoral District Society continued as the sole contributor. Consequently, the Industrial Exhibition Association was formed on the lines already indicated.

From that time until the present, the relations between the management of the Industrial Exhibition Association and the Electoral District Society have always been close, and, generally speaking, the most active workers in the interest of the exhibition have come from the Toronto Electoral District Society. That this close relationship still continues, there can be no doubt, but the way in which it is manifested at least lays itself open to some criticism.

The Electoral District Society really represents no interest in particular, and has, consequently, no binding influence by which to keep together a membership. Practically, the sole object for which it exists is the Industrial Exhibition, and, consequently, when its annual meeting is held for the election of officers, there are few who attend

and pay the necessary fee for membership, save those who are already directors or members of the Industrial Exhibition Association, or their friends. As a consequence, at the annual meeting in 1899, there were 84 members; 14 of these were directors of the Industrial Exhibition Association; three were honorary directors of the same, while the others particularly interested were the Treasurer of the Industrial Exhibition Association, the solicitor, architect, and manager and secretary, making in all 21 members who were either directors or officers of the Industrial Exhibition Association.

A glance at the other members of the list shows that, at least 20 others were employees of the above directors or officers, so that practically one-half of the membership of the Toronto Electoral District Society, as it existed last year, and, generally speaking, for some years past, was composed of the directors and officers of the Industrial Exhibition Association and their friends.

As to the other half, I was not able to procure reliable information. Ten, however, appear to be gardeners or florists, and the other 20 come under miscellaneous classification.

There is, of course, no need why this should be the case. Any elector of the City of Toronto or of the County of York is entitled to pay his \$1 membership to the Toronto Electoral District Society and cast his vote for whom he pleases, but in the actual working out during past years, some foundation has been given to the statement that the directors of the Industrial Exhibition Association have a very large say in electing themselves.

This membership then, constituted as already described, elects 12 representatives to the Toronto Industrial Exhibition Association, and last year five of these were elected as directors of the association, leaving seven representatives who were not directors.

Now, the contention is further raised that not only do the directors have this voice in electing the number of representatives that are to finally elect the directors, but it is stated that the Electoral District Society is able to practically control the election of the board of directors, for the following reason: Fourteen of the directors, as already mentioned, are members of the Electoral District Society, and, whether or not they represent it, they are at least members of it, and interested in its organization. Besides this, there are the seven representatives who are not directors, making 22 members who are either representatives or members of the Toronto Electoral District Society.

Then, there is the vote of 35 members, representing the agricultural and stock-raising interests, and these, owing to the handsome and up-to-date buildings that have been provided, and the large cash prizes that are annually offered, are not in

any critical mood with reference to the management of the exhibition, and so can be counted on to vote with the other 22, thus making a practical vote of 57, as against the possible other vote of some 37.

In this way it is contended that the Electoral District Society is able to retain the controlling voice in the Industrial Exhibition Association.

However, it is necessary to recognize, first, that the Toronto Electoral District Society is undoubtedly the parent of the present Toronto Exhibition.

Second, that the men who have been elected from the Electoral District Society have, generally speaking, been the most active supporters of the exhibition.

Third, that all honor is due to them for the success that has attended their efforts in building up the only really successful annual exhibition held on the continent.

On the other hand, I think there can be no doubt but that the Electoral District Society has very considerably manipulated the management of the association;

That the directors and officers of the Exhibition have through it exercised a very considerable voice in the selection of the representatives to the association.

That whether for good or bad, in this way there have been found representatives from the Electoral District Society who have been dropped by other organizations, and that in this way perhaps there has been some ground for the contention that the two organizations work into each others hands.

Again, what may be a question of interest, is, whether the Electoral District Society has, considering the fact that it practically represents no interests or no locality, too great a representation on the Industrial Exhibition Association, due, of course, to those days of the early organization when it was practically the parent of the whole exhibition.

As to the Toronto Electoral District Society, it must appear that in the actual working that a very large proportion of the Directorate of the Industrial Exhibition Association and of the officers of the same have practically controlled the Electoral District Society, and the election of its representatives to the Industrial Exhibition Association. Undoubtedly this need not be the case, and at any time enough citizens of the city and the County of York may go out to secure the election of an absolutely new set of representatives, but it is just a question, first, as to whether it should be left to this chance of the citizens feeling enough interest to go out and do this, when the majority of them have no direct interest in the organization, and, consequently, nothing to insure their taking the time necessary to go out and cast their votes; and, second, it is a question as to whether the manufacturers, whom this Association represents, have sufficient assurance that



this mode of election is not going to lend itself to manipulation in the same manner as heretofore.

My report then would conclude with the opinion that the representation which the Electoral District Society has, and the way in which this representation has been used in the past, is not satisfactory; but, as to whether means should be taken to limit or restrict that membership in view of the fact that the Electoral District Society is really the parent of the present Industrial Exhibition, and in view of the fact also that such progress has been made with the exhibition under its management, I am not prepared at present with the information now before me to venture an opinion, and I would further suggest that, were it considered advisable that this reorganization should be undertaken, we should consider whether the Canadian Manufacturers' Association is the body which should take the initiative in any such movement.

After the receipt of this report discussion became general as to the organization of the Industrial Exhibition Association and the method in which its representation should be based.

Mr. W. K. McNaught submitted for approval a letter which had been prepared for the purpose of forwarding to the Toronto City Council, asking that it provide sufficient money for the erection of the necessary buildings for the Toronto Industrial Exhibition.

The letter clearly pointed out the absolute need there was for these buildings for the display of manufactured goods, for, although the buildings for dairy and the exhibition of live stock had been entirely rebuilt, those for the display of manufactures and arts, with the exception of the machinery hall, remain as erected 22 years ago, and are now away behind the age in accommodation and design.

The letter further recommended the advisability of having these buildings provided for the exhibition next year when there would be an unparalleled opportunity of attracting to the exhibition a very large number of foreign visitors.

No exception was taken to this letter by any member of the Association, as it clearly expressed the need that was felt for these buildings. Mr. J. O. Thorn, however, raised an objection to the letter being presented at the present time, as he stated in a letter which was read, that he was "unable to agree to any further action being taken by the Canadian Manufacturers' Association or any committee, towards obtaining a grant of money either from the city or the Dominion Government, or from any other source, for exhibition purposes until such time as some reasonable and satisfactory assurance is given by the Exhibition Association that the Manufacturers' Association will receive adequate and reasonable representation on the Exhibition Association, and, further, that the association will be thoroughly re-

organized and placed upon a basis which will necessarily provide representation of all the manufacturing, agricultural and other interests, and will effectually prevent the manipulation of the election of the Board of Directors by the Toronto Electoral Society, which I contend has outlived its usefulness and should now be abolished."

In discussion upon this subject Mr. F. B. Fetherstonhaugh moved, seconded by Mr. J. F. Wildman, a resolution stating that:

Whereas: The Toronto Electoral District Society elects 12 representatives to the Toronto Industrial Exhibition Association,

And whereas: This representation seems to be out of all proportion to the importance of the interests it represents,

And whereas: During the 21 years' existence of the Toronto Industrial Exhibition Association other organizations have become more representative of the interests which the Association was intended to promote.

And whereas: The manufacturing interests of Canada are now represented only to the extent of 5⅓ per cent. of the total membership of the Industrial Exhibition Association, and at the time of its organization, 21 years ago, their representation was 8⅓ per cent.

And whereas: The size and importance of the manufacturing industries of Canada have at least trebled during these 21 years.

Therefore be it resolved: That the Canadian Manufacturers' Association put itself on record as disapproving of said election of 12 representatives by the Electoral District Society, and further approves that steps be taken by this Association immediately, and in view of the approaching exhibition to be held in Toronto in 1901, to see that at least 10 representatives as formerly elected by the Electoral District Society shall now be distributed among and added to those elected from the Canadian Manufacturers' Association and other associations now electing directors to the said Exhibition Association, who have really a tangible interest in the welfare of the Industrial Exhibition of the City of Toronto.

And be it further resolved: That the Canadian Manufacturers' Association offer its hearty cooperation to the Toronto City Council in effecting the above desired reform in the election of the representatives of the Industrial Exhibition Association, and that a committee be appointed by this Association to wait on the City Council for the purpose aforesaid, and generally to improve the representation on the Industrial Exhibition Association Board.

To this resolution an amendment was proposed by Mr. C. H. Riches, seconded by Mr. McNaught, to the effect that if this Association desires additional representation on the Industrial Exhibition Association that it ask for it on the basis that its interests demand it, and that in the event of their doing so no diminution be requested

from the representation of any other association.

Considerable discussion followed on the basis of the resolution and the amendment, but the lateness of the hour prevented the committee arriving at a final decision in the matter.

Consequently, another meeting of the committee has been called for the discussion of this important subject on Thursday November 22, at 2 p.m.

## PLANS OF THE INDUSTRIAL EXHIBITION ASSOCIATION.

In the meantime the Industrial Exhibition Association is showing activity by providing for reforms from within. The Toronto City Council has ordered an inquiry into the organization of the Association and the way in which its moneys are received and expended, and the Board of Directors has announced that it is prepared to furnish all necessary information and to give the fullest opportunity for a complete investigation into the working of the Association.

Further, Mr. W. K. McNaught, a representative of the Manufacturers' Association on the Industrial Exhibition Association and a member of the Board of Directors of the latter, has addressed a letter to Mr. Andrew Smith, President of the Industrial Exhibition, as follows:

Dear Sir,—Since the close of our last exhibition I have given considerable thought to the criticisms that have been directed by the city press at the management of the affairs of the association.

While much of this criticism has been made in ignorance of the real facts of the case, and is very unfair to the management, it has nevertheless produced a strong feeling of distrust in the minds of the citizens of Toronto generally, more especially as this association as a body, has not taken any official steps to correct the misleading and often untrue statements that have received publicity and endorsement through our city papers.

### \$200,000 NEEDED.

In my opinion it is highly important for the welfare of the association that the \$200,000 by-law for new buildings should be carried, if possible, at the municipal election in January next. In order to effect this, not only should the misstatements be publicly corrected, but our citizens generally must be taken into the confidence of the association and made to feel that they are personally interested in the project, and that its success or failure is equally as much theirs as the association's.

### SUGGESTIONS.

In order to bring about a better state of affairs, I would respectfully offer the following suggestions:

1. An educational campaign should be started at as early a date as possible, in which the association should endeavor to impress upon the citizens (a) the advantage



of the exhibition from a financial standpoint; (b) its value as a means of advertising Toronto and attracting people as residents; (c) information as to its management, and (d) information regarding the work it has accomplished in the past, and what it aims to accomplish in the future.

#### FOR NEW BUILDINGS.

2. As an assistant to this educational campaign, I would suggest that we should immediately decide on what new buildings are necessary for the exhibition of 1901, and at once advertise an open competition amongst Canadian architects only for the necessary plans for them. The board could either offer small money prizes for these plans, or make the prizes the supervision of the buildings by the several architects whose plans were considered the best; or they might adopt a combination of both these plans. If competitive plans were secured and publicly displayed so that our citizens could have an opportunity of examining them, it would not only be an educational feature in itself, but would give them a substantial idea of what the association proposed to do with the \$200,000 they are asked to vote for, and I cannot conceive of a more effective argument for the proposed by-law. In the face of such an action, a refusal on the part of the citizens to vote the money necessary for new buildings would relieve the association in a great measure from the onus of failure in case the exhibition of 1901 is not a success.

#### MEMBERSHIP.

3 In regard to the membership of the association. A great deal of criticism has been indulged in during the past couple of months, and, while much of it has been nonsensical, some of it has undoubtedly been just. In my opinion, as well as that of other members of the board, the time has now arrived when the real interests of the association itself demand that the representation and constitution of its membership should be thoroughly investigated, and, if it is found necessary, changes should be made to suit the present altered conditions and needs of the exhibition.

#### DEPARTMENTS OVERREPRESENTED.

It is quite evident to every member of the board that some departments of the exhibition are at present represented in the association to a far greater extent than others, and perhaps out of proportion to their real influence in helping to its success. This has engendered a feeling of dissatisfaction in some quarters which has had no small share in provoking much of the adverse criticism to which the management has recently been subjected, and if the board desires to retain the confidence of these exhibitors as well as of the citizens of Toronto generally, they must deal with this question of representation in a fearless and impartial way.

In order to do this properly, I would suggest that a small committee, say of five

members, be appointed to examine into the matter, and to report to a special meeting of the board.

I have to apologize, Mr. President, for inflicting this long letter upon you, but the importance of the subject must be my only excuse.

I feel, however, that unless I go further and honestly endeavor to have these suggestions carried into effect I would fail in my duty towards myself, as well as my fellow-members of the board.

I therefore respectfully ask you to call a special meeting of the board at as early a date as possible, to consider the matters I have mentioned herein, because some of them, to be of any benefit to the association and the city, should be acted upon at once.

(Signed) W. K. McNAUGHT.

Toronto, October 25.

Committees have already been appointed for the consideration of the points raised by Mr. McNaught's letter, and, as a result, the Committee on Buildings has presented its report, which has been adopted by the Board of Directors. The report as adopted is as follows:

"Your committee beg to recommend that application be made to the City Council for the following new buildings and alterations, and that the same be submitted to a vote of the citizens at the time of the municipal elections in January next: New main building, 100,000 square feet of floor space, estimated cost \$106,000; new art gallery, 7,500 square feet, \$10,000; dairy building, \$14,000; remodelling main building and taking off the tower and repairing the roof to provide for vehicle exhibit, \$5,000; building for stoves and heating apparatus, 10,000 square feet floor space, \$10,000; changing music pavilion for women's building, \$3,000; enlargement of poultry building, \$1,000; new horticultural building, \$15,000; enlargement of fruit building, \$3,000; new agricultural building, \$8,000; new administration building, \$5,000; new natural history building, \$7,000; architects' fees, \$10,000; total, \$197,000.

"Your committee would also recommend that the board offer prizes for: New main building, prize of \$250; art gallery, prize of \$50; dairy building, prize of \$75; stove building, prize of \$50; horticultural building, prize of \$75; agricultural building, prize of \$40; administration building, prize of \$50; natural history building, prize of \$50; total, \$640—for competitive plans open to Canadian architects only, the plans submitted to show floor plans, elevations, sections and perspective views with synopsis of specifications showing the material to be used in construction and estimated cost of the buildings not to exceed the amounts given above. The prizes to be given for one plan for each building only, the designer of the plan selected to get the money prize and the recommendation of the board to the

City Council to be given the supervision of the building, the board not guaranteeing that the building will be constructed. The Board of Directors, or a committee thereof, with two experts to be the judges of the plans to be awarded the prizes. The other conditions of competition to be substantially those adopted by the Ontario Association of Architects. This recommendation is made in order that the plans may be prepared and ready for public inspection not later than December 20.

"(Signed) ANDREW SMITH,  
"Chairman."

The committee appointed to look into the organization of the membership has not yet reported, but there can be no doubt that the attention of the Industrial Exhibition Directors has been drawn to the fact that the manufacturers of Canada are not represented in the exhibition as they should be, and that if the Toronto Industrial Exhibition is to continue to have a representative showing of manufactures and arts, more representation must be given to those lines of industry whose exhibits form such a prominent feature of the exhibition.

#### LABOR LEGISLATION.

Many of our members have received copies of a letter sent out by the Bureau of Labor of the Department of Public Works of Ontario stating that the Bureau is engaged in an investigation relating to strikes and lock-outs in Ontario, the causes thereof and other data relating to the same, and asking that the accompanying schedule be filled out very fully and returned to the office at the earliest convenience. The accompanying schedule asks for information relating to the firm, location and business, the strikes that it has had, the causes and duration of the same, the result of the strike and the way in which settlement was effected, the wages paid before and after, and other questions of a similar character.

The way in which this schedule will be filled out and returned by manufacturers will depend upon the object which each believes it is intended to serve. Not a few manufacturers consider that it is only a preliminary for the enactment of stricter laws with reference to labor in the Province of Ontario and so are loath to give information. None of our members are unwilling to see the rights of labor properly protected by Government measures or otherwise, but it must not be forgotten that Canada is now entering on a trade where competition is keen and where she has to meet competitive manufacturers in every part of the world, and it is absolutely necessary that no legislation should be adopted which will place our Canadian manufacturers at a disadvantage compared with competitors in other countries. Members will, therefore, follow with close interest the trend of legislation on this subject both in the Provinces and in the Dominion



## PATRONIZE HOME INDUSTRIES.

MR. D. W. BUCHANAN, publisher of The Commercial, a weekly trade journal published in Winnipeg, and one of the new members accepted by the Association at its last Executive meeting, in a letter to Mr. J. O. Thorn, respecting the Manufacturers' Association, furnishes some very interesting hints as to the line of work which might be undertaken by the Association. He writes as follows:

"I have considered myself something of a crank in the matter of home-made goods. I have preached through our journal frequently in the interests of home manufactures and just here I may say that I believe the association could do a great deal of good by undertaking some systematic movement to cultivate patriotism among the people of Canada in the matter of giving home goods the preference. I am sure the press generally would assist such a move regardless of political instincts. The way to come at it would be through the press, not spasmodically, but by a prolonged series of articles. If our people could be induced to take the patriotic view of the case that has been a feature of Japanese national character, resulting in great industrial development in that country, it would be a great thing for the Dominion.

"I am sorry to say that in the West there is quite a prejudice, and an unreasonable one at that, against home manufactures in certain lines of goods. In ploughs, for instance, the sales of United States goods are much greater than Canadian makes, for which, I believe, there is no good reason beyond unreasonable prejudice. When I go to a shoe store for a pair of boots in Winnipeg, I am invariably handed down a pair of boots with the remark, 'of course, you want the American shoe,' or some similar statement. I reply that Canadian goods are good enough for me and I would not have the imported shoes at any price.

"Along these lines I think that good work can be done by the Association in trying to overcome this prejudice as well as in arousing the spirit of patriotism which would result in giving the preference to home manufactures. I have, as I say, long practised and preached this policy."

Here is a line of work which the Association might profitably undertake. There would not seem to be in it sufficient inducement to hold together an organization for the sole purpose of promoting this spirit, but the Canadian Manufacturers' Association could organize a line of work in this connection that would be of great value in educating the people of Canada generally as to the positive excellence of articles that are being made in Canada, for there is no doubt that all our manufacturers require is a fair field and no favor and that purchasers would be willing to judge articles on their merits without giving a preference to an imported article merely because it is imported.

## GROWTH IN MEMBERSHIP.

THE following applications for membership were received and accepted at the Executive meeting, November 13:

Apted Bros., printers and publishers, 54 Yonge street, Toronto.  
J. B. Armstrong Mfg. Co., carriage goods, Guelph, Ont.  
The Bennett & Wright Co., plumbers' supplies, Toronto.  
Biggar, Samuel & Co., publishers, Toronto.  
The Brackman-Ker Milling Co., flour millers, Victoria, B.C.  
Canada Wood Specialty Co., Orillia, Ont.  
Canadian Heine Safety Boiler Co., manufacturers of boilers and appliances, Toronto.  
Egerton R. Case, solicitor of patents, Toronto.  
Colonist Printing and Publishing Co., Victoria, B.C.  
The Commercial, publishers, Winnipeg, Man.  
The Compensating Pipe Organ Co., compensating pipe organ builders, Toronto.  
The Crown Tailoring Co., Limited, Toronto.  
Dominion Iron and Steel Co., miners and manufacturers of iron and steel, Sydney, C.B.  
J. L. Englehart & Co., candle oil, Petrolia.  
John Lysaght, Limited, manufacturers, importers and exporters of black and galvanized sheets, Montreal, P.Q.

McAlpin Tobacco Co., manufacturers of tobacco, Toronto.

J. A. McElroy & Co., manufacturers of ladies' silk and cotton blouses, Toronto.

The McLaughlan Electric and Gasoline Motor Co., manufacturers of electric motors and gasoline engines, Toronto.

The John McPherson Co., Limited, boot and shoe manufacturers, Hamilton, Ont.

W. R. Perrin & Co., hydraulic and filter presses, packing house machinery, Toronto.

Thomas Organ and Piano Co., organ and piano and stool manufacturers, Woodstock, Ont.

The Geo. E. Tuckett & Son Co., manufacturers of tobaccos and cigars, Hamilton, Ont.

The Williams, Green & Rome Co., manufacturers of shirts, collars and cuffs, Berlin.

John Wanless & Co., manufacturing jewelers, Toronto.

These members were proposed as follows:

J. O. Thorn .....	15
F. B. Fetherstonhaugh.....	2
J. J. Cassidey .....	2
J. P. Murray .....	1
Thos. Roden .....	1
W. K. McNaught .....	1
Geo. H. Hees .....	1
F. H. Wright.....	1

## IMPROVEMENT IN THE CENSUS.

ONE of the most interesting subjects that has engaged the attention of the Commercial Intelligence Committee has been the possibility of improving and extending the information obtainable from our Dominion census.

The census is taken once in every 10 years, and the next one will, probably, be taken about April 1, 1901. Mr. Archibald Blue, formerly Director of the Bureau of Mines, in the Ontario Government, has been appointed Census Commissioner, and has already made much progress in the work.

Some time ago the Association prepared certain recommendations which it submitted to the Census Office, on this subject. These have been considered by Mr. Blue, and many of the improvements suggested have been incorporated in the coming census. Other of the suggestions, however, are still under consideration, and, in order to meet the wishes of the manufacturers, Mr. Blue arranged to meet our committee on Monday evening, October 15. A most interesting discussion followed as to the best means of securing accurate and reliable information about the industries of our country.

It is in the interests of our manufacturers that there should be taken next year a census which will show the true position that the manufacturing enterprises of Canada to-day occupy. The development that has taken place in recent years has

been phenomenal, and we now wish to know how much of the capital of the country is really employed in industry and manufacturing; how many laborers are thus employed, what hours they work; and what salaries and wages are being paid, so that we can compare our country with the other nations that are leading in manufacturing lines.

The discussion was of the most practical nature, and much progress was made in the preparation of the schedules. Mr. Blue has given careful attention to this subject, and has already instituted many changes that will prove of value when the census is taken. He proposes further, to confer with our committee on certain points in order to further increase the completeness of the schedules that he is preparing.

In this connection it is well to mention that any information furnished by manufacturers to the census takers is guaranteed to be absolutely private. The enumerators, tabulators and all who have any part in the census are sworn to absolute secrecy. Further, none of the information given by firms is used individually. It is only for the purpose of showing in the totals the position of the country with reference to the different questions asked. Consequently, manufacturers can, and should, give the most accurate possible information to the census enumerators. In this way alone, will it be possible for the census to become that accurate stock-taking of the country, which it should be.



# HIGHER EDUCATION AND MANUFACTURING.

CONFERENCE BETWEEN MANUFACTURERS AND UNIVERSITY AUTHORITIES.

THERE seems to be an increasing desire upon the part of our universities and schools of higher education to meet the wants of business men by a system of education which will fit men less for the learned professions alone than for general, industrial and commercial life.

The resolution passed at the annual meeting of the Association stated briefly the hope of the manufacturers that our universities would look forward more and more to interesting men in the development of the natural resources of the country, rather than in professional work alone.

In acknowledging the receipt of a copy of this resolution, President Loudon, of the University of Toronto, writes that he will have pleasure in bringing this valuable expression of opinion before the Council and Senate of the University at the earliest possible date. Further than this, his convocation address this year was devoted to an exhaustive survey of the necessity for school and university reform in Ontario. He pointed out what he considered serious defects in our system, comparing it with the German system, which he considers to be superior in many essential particulars. The address was throughout full of interesting material, and has afforded an opportunity for a discussion of the subject by some of the best educational men in the Province. Without entering fully into his arguments, it is sufficient to say that the present time seems to be one in which the adaption of our educational system to the needs of business men is receiving the careful atten-

tion of those who are engaged in practical educational work.

Further, in acknowledging the receipt of our resolution, President Peterson, of McGill University, writes expressing his approval with the sentiments contained, and draws attention to a remarkable address delivered at the convocation of McGill students by Dr. J. E. Le Rossignol. This address is one of the most interesting and instructive that has been delivered for some time in connection with the adaption of university training to the needs of business life. It points out with striking clearness the necessity of so educating our students of higher education that they will readily adapt themselves to the changing conditions of business life. He says: "The art of business is coming to be more and more based upon scientific principles. There is a demand for specialists in all the departments of production. A business man is a specialist, and ought to have the training of a specialist—a good general education, a special knowledge of the business world and the laws of trade, and an expert's knowledge of his own particular line of work."

But the greatest advance in connection with securing the interest of our university undergraduates in business, and especially manufacturing enterprises, has been made by the appointment of a committee by the University of Toronto to confer with representatives from the Canadian Manufacturers' Association to consider this subject. The University has honored the Association by appointing some of its best and ablest

men to confer with the manufacturers as to what can be done in this direction.

The committee appointed consists of President Loudon, Chancellor Burwash, Principal Galbraith, Professor Mavor, Dr. Ellis, Dr. Hough, Professor Coleman, Professor Lang, Professor Squair, and Professor Fletcher.

The Association in return has appointed Messrs P. W. Ellis, A. E. Kemp, M.P., J. R. Barber, M.P., J. W. Flavelle, W. E. H. Massey, J. F. Ellis, Frederic Nicholls, W. K. George, and S. M. Wickett as its committee.

The result of the conference of these two committees will be watched with interest by all who devote any attention to the subject of higher education, and more particularly in its application to business life. It is to be hoped that some advance can be made whereby the four years of university course can be so arranged that the minds of those who wish to go into business may be trained in that direction, instead of being confined entirely to the study of subjects whose value consists solely in training the mind, and have no direct application to the needs of every-day business life. If the work of the students in political science at the University can be utilized for the working out of subjects that are of interest to the manufacturing and commercial progress of Canada, and if the applied science courses can also be utilized to direct advantage, a great advance will have been made towards keeping our university graduates within our own borders, and having their assistance in building up the industries and commerce of Canada.

## THE COMMERCIAL INTELLIGENCE COMMITTEE.

A MEETING of this committee was held in the Association rooms, November 12, at 2 p.m.

Mr. S. M. Wickett, chairman, presided.

Others present were Messrs. P. W. Ellis, J. O. Thorn, Geo. Booth, J. A. Wells, Geo. W. Watts.

### POSTAL INSURANCE.

The first matter discussed was the possibility of working out a system of postal insurance on registered mail matter. Representations had already been forwarded to the Postmaster-General on this subject, and his reply indicated a desire that Mr. Ross, assistant postmaster in Toronto, should confer with the manufacturers as to the lines on which this reform might be worked out. Mr. Ross was therefore invited to attend and explain the measures that he was taking to put this reform into operation. The limit which the Act of Parliament permits for insurance at the present time is \$25, but he expressed the opinion that this would be extended as soon as occasion offered. The committee therefore expressed

its approval of the reform as contemplated by the Department, but resolved to express the opinion that a further improvement would be secured by extending the limit for insurance, and by extending it to apply to foreign mail matter as well as local.

### JAMAICAN EXHIBIT.

The offer of the secretary of the Jamaica Agricultural Society to place an exhibit of Jamaican products in the office for the purpose of encouraging trade between Canada and Jamaica was considered.

Recommendation was made that a good exhibit should be made at the Toronto Industrial Exhibition and that the permanent features might then be retained at the office of the Association.

### STANDING OF FOREIGN MERCHANTS.

Two letters were read from firms in England relating to the standing of foreign merchants who might desire to establish connections with our members. These letters were highly satisfactory and it was resolved to write and get fuller information about their terms in order that arrangements might be made. The Association would then be in a position not only to recom-

mend merchants abroad for handling Canadian products, but would be able to give reliable information as to their standing at a very slight cost.

A letter from the Montreal Board of Trade asking for the support of the Association to its petition to the Governor-in-Council, in connection with marine insurance rates, was commended to the Executive for endorsement.

### INCOME TAX IN ENGLAND.

The question of the income tax in England and its relation to Canadian firms doing business there, was discussed, and a letter from one of the members pointed out a way in which the most objectionable features of this tax could be removed. The committee expressed their appreciation of the action of the member in thus placing valuable information at the disposal of all, and the secretary was instructed to write to those members interested, suggesting the line of policy which might assist them in dealing with this tax.

### ASSOCIATION'S STRENGTH.

A letter from Mr. Thorn drew attention to the advisability of the Association being



aware of its own strength and numbers, and suggested that a circular letter be sent to all members asking certain information as to the amount of capital invested in their business, the number of hands employed, and the wages paid, so that whenever the Association made representations before the Government, or any other interest, it would be able to point to the great interests that it represented.

Resolved to recommend that a circular letter be prepared for this purpose and sent to all members.

A letter was received from Mr. Blue, Census Commissioner, pointing out certain features in connection with the census wherein he showed that special pains were being taken to secure an accurate census of manufacturers for this year.

It was resolved, however, that another letter should be sent to Mr. Blue, pointing out the practical impossibility of separating crude material from raw and partly worked-up materials which are converted by the manufacturer into the finished product, and also that attention should be drawn to the advisability of having information relating to the total wealth and debt of the country.

The meeting then adjourned.

### SMOKE CONSUMERS.

Two readings have already been given by the Toronto City Council to a by-law intended to compel manufacturers and others creating smoke to use smoke consumers.

The attention of the Association was drawn to this by a letter from Mr. Thorn, of The Metallic Roofing Co., under date of November 15, and a copy of the by-law was at once procured and was considered by the Parliamentary Committee on November 19. It was there felt that a protest should be entered against the passage of this by-law by the City Council, and Messrs. P. W. Ellis, J. O. Thorn and C. H. Riches were authorized to meet the City Council and point out the injustice of the enactment of the by-law proposed.

It seems somewhat unnecessary to pass a law subjecting the manufacturers of the city to a penalty of \$50 or six months in jail, if they do not provide their factories with expensive smoke-consuming apparatus, as this would open the door for a large number of complaints from parties who feel, without sufficient reason, perhaps, that they are subject to loss through the smoke from the factories that have done so much to build up the city.

While all must desire as clean streets and as clean a city as possible, it does not seem wise that such sweeping measures should be put into operation before a thorough investigation is made as to the possibility of procuring a satisfactory smoke consumer.

## OUR ASSOCIATION AND THE RAILWAYS.

Railways Prefer to Deal With Shippers Individually rather than Through the Association.

THE Railway and Transportation Committee held a meeting in the Association rooms, November 2, at 2 p.m.

Mr. J. M. Taylor, of The Dominion Radiator Co., occupied the chair.

Others present were: Andrew Gunn, of Messrs. D. Gunn, Bros. & Co.; H. S. Cane, of The Wm. Cane & Sons Manufacturing Co., Newmarket; Geo. C. Heintzman, of Messrs. Heintzman & Co.; J. K. Osborne, of The Massey-Harris Co.; G. P. Breckon, of The Metallic Roofing Co.; P. W. Ellis, of P. W. Ellis & Co.

The minutes of last meeting were read and approved.

The Chairman then explained that the railway companies had, through their communications practically stated that they did not wish to pay attention to representations made by the Association, but would deal with manufacturers individually. It was quite evident from their letters that they felt that the Canadian Manufacturers' Association, representative as it now is of many of the largest shippers in Canada, could wield a very powerful influence in preventing unjust freight charges, and so the companies state their preference to deal only with firms individually.

The committee, however, resolved to prosecute the different matters in connection with the railway problem with all possible energy, realizing that it is only possible for shippers to obtain adequate recognition when they will act jointly. Consequently, certain complaints that were considered of leading importance in connection with railway rates were discussed and recommendations made to the railway companies respecting them. If it is still found that the railway companies adhere to their determination to ignore the representations of our Association, then the committee were of opinion that it would be necessary to go to the Government and seek redress.

The committee also presented the request to the railway companies that intimation of changes proposed in classifications or in rates be given to our Association before they are submitted to the Governor-in-Council for ratification.

This would afford an opportunity for intelligent discussion of changes proposed by the railway companies, and should be instrumental in removing much friction that exists between the railway companies and their patrons. The committee will await with interest the reply of the railway companies in this matter.

Request is also being made that the Association be allowed to present the grievances of its members in person before the Classification and Rate Committee of the railway companies.

They felt very strongly that it is necessary to take a strong stand in this position, realizing, of course, the valuable work that the railways have done in this country, but at the same time insisting as far as possible on a fair and equitable adjustment of rates and classifications to our manufacturers, so that they may not be placed at a disadvantage as compared with their competitors in the United States or other parts.

the question of marine insurance rates charged on hauls and cargo using the St. Lawrence route, with a view to procuring more equitable rates, so that our natural waterway may be enabled to regain and retain its share of the shipping trade of this country.

The Montreal Board of Trade contend that the underwriters are seriously discriminating in their rates against the St. Lawrence route without sufficient warrant, and that the basis of their rates should be examined by a Royal Commission.

The underwriters, on the other hand, claim that the route is exceedingly dangerous, and that sufficient has not been done by the Government to make it as safe as is possible. Whatever may be the evil, there can be no doubt but that the request to appoint a Royal Commission is a good one. It will then be possible to find out where the trouble lies, and if additional deepening of the channel and better lighting is required, then the Government can be called

### MARINE INSURANCE.

ACTION OF THE ASSOCIATION IN SUPPORTING THE MONTREAL BOARD OF TRADE MUCH APPRECIATED.

ONE of the resolutions adopted at the meeting of the Executive Committee on November 13 endorsed the petition forwarded by the Montreal Board of Trade to the Governor-General-in-Council with reference to securing a removal of the discrimination in marine insurance against the St. Lawrence route.

After drawing attention to the fact that rates of marine insurance on cargoes and hauls using the St. Lawrence route being seriously discriminative against that route, have caused serious loss of trade to Canadian ports, and so have constituted a menace to the marine importance of the great Canadian waterway, it humbly prays that in view of the vital commercial interests at stake, the Governor-General-in-Council may be pleased to appoint a Royal Commission for the purpose of investigating



upon to do so. If, however, it is found that the underwriters are discriminating unjustly against the St. Lawrence route, then means will have to be taken to counteract their discrimination.

Speaking of the resolution of the Manufacturers' Association to support the Montreal petition, Bradstreet's Bulletin of November 15, says:

"Export firms are pleased with the decision of the Canadian Manufacturers' Association to cooperate with the Montreal Board of Trade in regard to discrimination against the St. Lawrence route in the matter of marine insurance rates. It is felt that if the Government can be persuaded to order an investigation, in order to ascertain whether discrimination is due to poorly lighted channels, or other reasons, some remedy will be discovered.

"Canadian shippers are naturally much interested in this matter, as the discrimination against our waterway to the sea will mean increased cost of shipments, not only on account of the highly-increased rates, but because in time it is felt some vessels will avoid the St. Lawrence route and patronize ports where there is no discrimination in rates."

### THE GLASGOW EXHIBITION.

GREAT interest is now being manifested in the Glasgow Exhibition, largely because the former exhibition held there was in every sense a success, and also because at the present time there is a growing tendency to look to the Mother Country for a market for a great many of our surplus products. The Association has been favored with a few copies of the prospectus of the exhibition, and with a map of its grounds, etc.

The grounds at the disposal of the exhibition are not extensive, but are situated in a beautiful park just below Glasgow University, and should prove to be most advantageous for exhibition purposes.

Already all available space in the grounds has been contracted for, and there is every indication that the exhibition of 1901 will far surpass its predecessor in magnitude and in the representative character of its exhibits.

The part that Canada is to play in this exhibition is not yet definitely decided. The first allotment of space provided Canada with some 10,000 square feet in the main building for the display of her products. The inadequacy of this grant was clearly apparent, and the Association is now in receipt of a letter from Mr. H. M. Murray, the Canadian Commissioner, stating that he has been successful in procuring some 12,000 more feet outside the main building for the purpose of erecting a special Canadian building.

The question now is, whether it would not be better for Canada to relinquish her space in the main building if she can secure the same amount of space outside, so that the whole Canadian exhibit could be

placed in one building. Then a second storey might be possible and so provide almost double this amount of space for Canada's needs.

Many of the exhibits at Paris will be transferred to Glasgow, and Mr. Scott, who is the Commissioner at the Paris Exposition, will be in Canada shortly to arrange with manufacturers what exhibits may be displayed to best advantage at Glasgow.

Any communications from our members indicating the line of policy which they think should be adopted with respect to this exhibition will be appreciated by the Executive Committee.

### AMERICAN EXPORT JOURNALS.

The following letter has been received from a member of the Association bearing on this subject:

Secretary, Canadian Manufacturers' Ass'n, Toronto.

Dear Sir,—As a member of the Committee on Commercial Intelligence, I consider it my duty to draw attention to the fact that strong efforts are being made by canvassers to secure from Canadian manufacturers advertisements for certain American publications that are claimed to be of value in working up an export business, but, having found from experience, which cost us a considerable sum of money, that these publications are really of very little value, I desire to point out that in my opinion Canadian manufacturers should be very careful indeed to thoroughly investigate the merits of such publications before making any advertising contracts with them, and particularly in view of the fact that the best authorities agree that an export trade cannot be satisfactorily worked up through such advertising.

I presume it is hardly necessary for me to issue a note of warning to Canadian manufacturers against advertising in so-called "American Trade Lists," after the frauds which were recently perpetrated on manufacturers and merchants in this city and other parts of Canada.

Your truly,

J. O. THORN.

### VALUABLE CATALOGUES RECEIVED.

During the past month the Association is in receipt of catalogues from several of its members. These are kept filed in the office for the purpose of furnishing information to any inquirers about Canadian products, and every member is cordially invited to send his catalogue to the library for reference purposes.

During the month of October the Association received a catalogue entitled "A Canadian Engine Works." This is by the Robb Engineering Co., of Amherst, N.S., giving a very interesting description of the work turned out by this factory, and indicating Canada's rising importance in the industrial world.

Catalogues were also received from the Dominion Show Case Co., Toronto, dis-

playing a splendid line of showcases, wall-cases, bank and office fittings, etc.

The Dodge Mfg. Co. furnished their catalogue, giving full information relating to their Dodge Standard wood split pulleys, system of rope transmission of power, and split friction clutch and cut-off couplings, and their power transmission machinery of every kind.

From the Goldie & McCulloch Co., Limited, of Galt, came a full line of catalogues illustrating their manufactures of safes, vaults, Wheelock automatic engines, "High Art" engines, flour and oatmeal machinery, wood-working machinery, bank safes, gas and gasoline engines, wood rim split pulleys, iron pulleys, patterns, etc.

### ONTARIO ASSESSMENT COMMISSION.

AT the last session of the Ontario Legislature a Royal Commission was appointed to investigate the subject of assessment and taxation, with a view to securing the enactment of the most equitable system in the Province of Ontario. As it was of the utmost importance that the views of the manufacturers should be expressed, the Manufacturers' Association took up the matter, and an informal meeting was held for the discussion of the subject. Some forty members were present, and, after discussing the subject from a general standpoint, arrived at the following conclusions:

First—That the Association should place itself on record as being opposed to the present system of assessment on personality.

Second—That if an alternative has to be suggested, the Association should advocate the adoption of a system of taxation on rental values, based on the assessed value of the property.

Third—That municipalities should be still permitted to retain the same power of granting exemptions to manufacturers as at the present time, but that any exemption granted in a municipality should be general, and apply to all manufacturers in that municipality.

It was left to the Parliamentary Committee of the Association to appoint representatives to present the views of the Association to the Assessment Commission.

Acting on these instructions, the Parliamentary Committee issued a circular letter to all the Ontario members, asking their views as to these different points. The replies that have been received to date indicate an almost unanimous support of the first two positions taken by the Association; namely, opposition to the present system of assessment on personality, and, second, the advisability of the adoption of a system of taxation on rental values, based on the assessed value of the property.

The replies bearing on the third conclusion were varied, and another circular letter is being prepared and issued to the members, with the view of ascertaining exactly their opinions on the subject. When these are received a careful report will be prepared on the basis of the opinions expressed by the members, and so the Association will be able to place in the hands of the Royal Commission an authoritative statement of the views of the manufacturers of the Province as to the most equitable system of assessment, and also their views as to the policy that should be followed throughout the Province in matters relating to exemption from taxation, as far as relates to manufacturers.



# Industrial Canada.

Issued about the middle of every month by  
The Canadian Manufacturers' Association.

INDUSTRIAL CANADA is sent free to all members of the Association. The fee for membership is \$10 per annum, payable in advance.

Subscription to non-members, \$1.00 per annum, payable in advance.

## OFFICERS OF THE ASSOCIATION, 1900.

PRESIDENT:		
P. W. ELLIS,	- P. W. Ellis & Co.,	- Toronto.
FIRST VICE-PRESIDENT:		
C. C. BALLANTYNE,	The Sherwin-Williams Co.,	Montreal.
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CYRUS A. BIRGE	- Canada Screw Co.	- Hamilton.
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D. W. ROBB,	- Robb Engine Co.	- Amherst.
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F. C. WOLFENDEN	- Okanagan Flour Mills Co.	Armstrong, B.C.
TREASURER:		
GEO. BOOTH,	- Booth Copper Co.,	- Toronto.
SECRETARY:		
T. A. RUSSELL, B.A.,	- - - - -	Toronto.

Address all communications respecting subscription, advertising rates, etc., to

SECRETARY,  
Canadian Manufacturers' Association,  
Board of Trade Building,  
Toronto.

## TORONTO, NOVEMBER 20, 1900.

### A Dominion Board of Trade.

There was, perhaps, no sentiment in the speech of Lord Strathcona at the banquet recently given him by the Toronto Board of Trade that was received with more applause than his suggestion that the formation of a Dominion Board of Trade was most desirable.

Speaking of its organization he stated: "By this means you would be able to bring to the notice of the Government many things with which they themselves would have very little knowledge, because, being business, commercial and professional men, you must necessarily have more intimate and practical knowledge of what is required than any body of men sitting at Ottawa, or, for that matter, at Westminster."

The applause with which this statement from Lord Strathcona was greeted indicated the feeling of those present that what is needed at the present time is not so much an organization for the protection of commercial interests in local matters as a strong Dominion organization to speak in a representative national way on subjects that concern the whole country. And here it is to be remembered that the Canadian Manufacturers' Association has already made a great step in this direction, for no body of men can be so interested in all that pertains to the commercial welfare of the

country as the manufacturers who have invested their all in the buildings, plants and machinery which, for their profitable employment, depend entirely upon the progress of the country with which they are identified. No body of men can be so interested in the leading questions that interest business men to-day—such questions as the regulation of railway rates, of legislation relating to tariffs, patent law, insolvency, copyright, adequate trade returns, etc.

So that, in the meantime, while the discussion of the feasibility of the Dominion Board of Trade is still somewhat theoretical, Canadian manufacturers should, one and all, be alive to the fact that they have at the present time in their own Association a Dominion organization, whose influence is not local, and which is a live practical organization for the promotion of all matters that relate to the development of Canadian industry.

### Census of our Members.

During the present month it is proposed to issue to all members of the Association a circular letter asking each to furnish information as to, first, the total capital invested in his business; second, the total number of hands employed, including those in the office, factory and in distribution; third, total wages paid.

The Association does not desire to be inquisitive in its methods, and the information thus furnished will be in strict confidence, and will not be used in any way to give information about individual firms or individual lines of business. The sole object is to obtain information of a kind that will enable the representatives of the Association, when they appear before the Government, or before the railway companies, or before any corporative interest, to say that they represent so many factories, employing so many millions of capital, and such a number of employes, and with a certain pay-roll.

The importance and value of this information can be seen at a glance, and it is therefore hoped that every member will furnish it as accurately as possible. He can have every assurance that it will be treated in strict confidence by the Association and will only go into the hands of the secretary who will only use the information in totals.

### Building Material.

Application is about to be made for a charter incorporating The Imperial Sand, Brick and Stone Company with a capital of \$200,000. Mr. C. D. Warren will be president and Mr. C. D. Mann will also be interested. The company controls the bonds for a new process of making brick from sand with a small mixture of cement. The material has been tested at the School of Science and at Cornell University and has earned a high place for strength and durability.

### Membership Certificates.

Those new members who have not yet received their membership certificates will receive the same during the present month. They have the crest of the Association handsomely lithographed and the name of the firm handsomely inscribed on them. These are then framed and sent to each member with every attachment ready to be hung up in the office. It is hoped that every new member will give this certificate a prominent place in his business office, so that the time will soon arrive when the office of every manufacturer in Canada will have one of these handsome membership certificates above the desk.

### Information Bureau for Germany.

During the year a Commission of the German Board of Trade has considered the question of the establishment of an information office for foreign commerce. The United Kingdom, United States and France have already anticipated Germany in this respect, and that country dare not long remain behind.

The details of the work of the Information Office would consist in furnishing information relating to laws and decrees affecting trade with foreign countries; duties on each single article; regulations as to certificate of origin; agents, commercial travelers; protection of patents; information as to means of transport; cost of freights to districts where goods are required, or from where goods may be obtained.

### New Members.

Under direction of the Membership Committee, a neat folder has been issued by the Association setting forth reasons why manufacturers should be members of the same. This folder briefly indicates the chief features of the work during the past year, and also points out lines upon which progress must be made during the coming year.

Any member desiring to secure a few copies of the same to send to manufacturers who are not at present members of the Association, may obtain same from the secretary.

### Cost Accounts.

The Association is pleased to announce to its members that the Institute of Chartered Accountants extends a cordial invitation to every member of our Association to attend all the monthly meetings of the Institute during the coming season.

At the opening meeting of the session, at 8 p.m. on Thursday, November 22, 1900, a paper will be read by the president, Mr. Wilton E. Eddis, F.C.A., entitled "Cost Accounts and their Relation to the Commercial Books." After the paper the meeting will be thrown open for discussion, and, as this subject appeals especially, every member should be present and join in the discussion which follows.



### Excursion to Cape Breton.

Several manufacturers, in view of the enormous development that has taken place in Nova Scotia and Cape Breton, have expressed a desire to make a trip to that Province, to see the great industrial works that are in progress there, if an excursion could be arranged on satisfactory terms.

The traveling freight and passenger agent of the Intercolonial Railway, Mr. N. Wetherstone, called at the Association rooms, and expressed the willingness of the Intercolonial Railway to arrange for a cheap rate for a manufacturers' excursion in the spring, and very satisfactory terms would be given.

It has been suggested, however, that it might be possible to make arrangements for this excursion in conjunction with the annual meeting and take the trip to Nova Scotia and Cape Breton as part of the holiday.

The suggestion will bear looking into at least.

### Sydney Iron Next Month.

A. J. Moxham, manager of the Dominion Iron and Steel Company, was recently interviewed in Montreal as to progress at the Sydney Iron & Steel Works. One of the four blast furnaces will be finished, he says, early in November, and it will be blown-in immediately. The last furnace will be completed early next spring. At the beginning of next July the manufacture of steel will be started. Of the four blast furnaces the combined output will be from 1,200 to 4,000 tons per day. Practically the whole of the pig iron will be converted into steel. The second of the blast furnaces will be ready very soon after the first, the coke ovens have yet to receive about one-fourth of the work necessary for their complete construction, and the steel plant is well under way.

### A Good Appointment.

We have pleasure in announcing that Mr. G. M. Murray, B. A., late of this office, where he was specially connected with the work of compiling and tabulating the statistical information received at the Association office, has received a good appointment in the employ of the big Clergue establishment at Michipicoten Harbor where extensive developments are being made in mining and railroad construction.

### REPRESENTATIVE IN BRITISH GUIANA.

The Association is in receipt of a letter from Mr. Alex. Russell, of 17 Water street, Georgetown, British Guiana, in which he states that there is a desire upon the part of the West Indian Islands to have a larger trade with Canada, and that he therefore would like very much to represent some Canadian export houses. The terms on which he desires representation is commission on business done in the territory, and he is willing to furnish satisfactory references.

### TRADE LIBRARY.

EVERY member is cordially invited to make full use of the library of the Association, or to ask for any information obtainable from the same.

#### ADDITIONAL PERIODICALS RECEIVED.

The South American Journal, weekly.  
The British Columbia Review, weekly.  
The Furniture Trade Review, monthly.  
The Labor Gazette, monthly.  
Monthly Statement of Imports and Exports, Customs Department.  
The British Trade Review, monthly.  
The Australasian Ironmonger, monthly.  
Bulletin of the Bureau of American Republics, monthly.

#### NEW BOOKS RECEIVED DURING THE MONTH.

Prospectus—Canadian Industries and Food Supply Association.  
Bibliography of Literature distributed at the Paris Exposition.  
South America as a Field for Enterprise.  
Municipal Act—Assessment Act, Province of Ontario (3 copies).  
Montreal Board of Trade, Reports 1897, 1898, 1899.  
Winnipeg Board of Trade, Reports 1897, 1898, 1899.  
Perth Chamber of Commerce—West Australia.  
Kentville Board of Trade, 1899 Annual Report.  
Report of the Proceedings of the Autumnal Meeting of the Association of Chambers of Commerce of the United Kingdom.  
Vancouver Board of Trade, Reports 1899, 1900.  
Docks and Cargo Arrangements in the Chief Ports of France and Northern Europe.  
Abyssinia—Consular Reports, 1899-1900.  
Iceland—Consular Reports, 1897-1899.  
Japan—Consular Report, 1900.  
Italy—Consular Report, 1899.  
Persia—Consular Report, 1899-1900.  
Russia—Consular Report, 1900.  
Spain—Consular Report, 1900.  
Wurtemberg—Consular Reports, 1899 and part of 1900.  
Railway Statistics of the Dominion of Canada for year ending June 30, 1899.

### RECIPROCITY WITH TRINIDAD.

WILL IT BE WITH THE UNITED STATES OR CANADA?

CONSIDERABLE public interest, especially among the business men of the United States, is being directed to the question of the establishment of a reciprocity treaty with the Island of Trinidad. Arrangements were made for a treaty on a reciprocity basis as far back as Feb. 13, six months being allowed for ratification. The Senate of the United States held back in an unaccountable manner, and the time for the ratification of the treaty has now passed, and with it there seems to have passed much of the advantage which the United States had already gained.

The Island of Trinidad is in virtue of its

position a convenient entreport for trade beyond its own borders. It has an import trade of \$11,000,000 per year, and an export of almost the same, and a commercial treaty with the United States would have given opportunity for a very large increase in the volume of trade done by the Republic with the Islands. So strong does this feeling prevail, that recently a large and influential deputation of leading New York business men presented a petition to the State Department, urging the reopening of negotiations with Trinidad; but, in the meantime, the Legislative Council of Trinidad, possibly under pressure of the Home Government, seems to be disposed to delay decision for the purpose of considering a Canadian offer of more favorable terms than those embodied in the treaty with the United States. That offer is said to provide for the free interchange of all products between the Dominion and Trinidad, and not merely a reduction of one-third the duty of imports into Canada which the preferential tariff provides for. The question before the authorities in Trinidad is whether it will be more advantageous to trade with the United States on terms of a limited reduction of import duties, or of practically a free interchange of products with Canada.

The decision on this matter will be watched with interest by Canadian business men, for, not only is the immediate result of importance in opening up a valuable market in Trinidad, but it would be the first real advance towards closer intercolonial trade relations.

### AGRICULTURAL IMPLEMENTS.

The Austro-Hungarian Ambassador in Bulgaria reports that the Bulgarian peasants are conservative and mistrust everything foreign, still clinging to the simple wooden plough, of which 365,800 are in use as against 30,946 modern ploughs. The use of agricultural machinery therefore is on the increase. The agricultural banks are endeavoring to enhance the condition of the peasants by advancing money on fairly liberal terms.

### CHILI WANTS IMPLEMENTS.

The Government of Chili has set aside the sum of \$20,000 for the president of the National Society of Agriculture for the purchase in foreign markets of agricultural machinery and its sale at cost price to the members of the society. Here is an excellent opportunity for American manufacturers of such machinery and implements to introduce their wares to advantage. This experiment on the part of the Government may lead to the development of quite some trade, and, if successful, it will be taken up in all probability on a larger scale. It would be advisable for our manufacturers of agricultural machinery to send at once catalogues, with prices, etc., all in Spanish, to the presidente de la Sociedad Nacional de Agricultura, Santiago, Chili. It is well to bear in mind European competition, principally English and German.—Implement Age, October 15.



# SOME LEADING ARTICLES IN TRADE JOURNALS.

RECEIVED AT THE OFFICE OF THE ASSOCIATION.

- Aluminum.—Iron Age, October 18, 1900.
- Australian Correspondence. — Iron Age, October 18, 1900
- Apple Trade. How shall Canada Increase her Apple Trade?—The Canadian Grocer, October 26, 1900
- Agricultural Implement and Vehicle Manufacturers.—Implement Age, November 1, 1900.
- Another Great Hydraulic Power Plant.—Iron Age, November 8, 1900.
- American Implement Dealers in Russia.—Implement Age, October 15, 1900.
- Aerated Water Manufacturers and Brewers, Machinery for.—British Trade Journal, November 1, 1900.
- Argentina, Wool Industry of.—South American Journal, November 3, 1900.
- Australia, Prosperous.—Machinery Market, November 1, 1900.
- Bleaching, Dyeing, Printing and Finishing.—Textile Recorder.
- British India, Trade of.—Chamber of Commerce, October 1900.
- Bremer Arc Lamp, the.—Canadian Electric News, November 1900.
- Burning or Mending of Castings.—American Manufacturer, November 8, 1900.
- Binder Twine Trust, History of the.—Canadian Hardware and Metal Merchant, November 17, 1900.
- Canadian Asbestos Mines.—American Manufacturer, October 25, 1900.
- Canadian Canned Vegetables in England — The Canadian Grocer, October 26, 1900.
- Canadian Capital in Cuba. — Monetary Times, October 19, 1900.
- Carpets for the Philippines.—The American Carpet and Upholstery Journal, November, 1900.
- Chimney Construction.—Canadian Lumberman, November 1900.
- Compressed Air, Experiments in the Reheating of.—Iron Age, October 18, 1900.
- Compulsory Arbitration.—Monetary Times, October 19, 1900.
- Carpet Weaving in India. — Canadian Journal of Fabrics, October 1900.
- Chimney Construction. — Canadian Architect and Builder, October 1900.
- Cook Smoke Burning System.—Iron Age, November 1, 1900
- Chile. An article by Sir Berry Cusack and others entitled "Concerning Chile."—Commerce, October 17, 1900.
- Census of the United States. — Monetary Times, November 9, 1900.
- Chemistry and Physics of Cast Iron.—American Manufacturer, November 8, 1900.
- Cultivation, Manufacture and uses of Indigo.—Textile Recorder, October 15,
- Carriages and Harness in Hong Kong — Consular Reports, November 1900.
- Case Hardening, Hints on.—Machinery Market, November 1, 1900.
- Coal Trade, The British.—Iron Age, November 15, 1900.
- Commercial Education.—Monetary Times, November 16, 1900.
- Dyeing, Printing, etc., Notes on.—Textile Recorder, October 12, 1900.
- Dyes, Artificial, Indigo, and Aniline Dyes Industry.—Canadian Journal of Fabrics, October 1900.
- Dominion Iron and Steel Company, Limited. —Iron Age, November 8, 1900.
- Drawback Clause and Its Uses.—American Manufacturer, November 15, 1900.
- Exhibitions: Do They Pay?—American Trade, October 1 and 15, 1900.
- Expositions: The Chicago and Paris Expositions Contrasted.—American Carpet and Upholstery Journal, November 1900.
- Electric Railway Department.—Canadian Electric News, November 1900.
- Electric Railway in Birmingham.—Consular Reports, November 1900.
- Fancy Yarns.—Canadian Journal of Fabrics, October 1900.
- Finishing Agents.—Canadian Journal of Fabrics, October 1900.
- Furniture: New Buildings Needing Furniture in United States.—Furniture Trade Review, October 10, 1900.
- Furniture, Exports of.—Furniture Trade Review, October 10, 1900.
- Freight Cost Question, The.—American Manufacturer, November 8, 1900.
- Fuel Problem of China and the East.—Iron Age, November 8, 1900.
- Freight Transportation, Report of Committee on.—Implement Age, November 1, 1900.
- Gasoline Engines in the Philippines: How Native Workmen do things to them in the Orient. Hints to exporters.—American Manufacturer, October 25, 1900.
- Gas and Gasoline Engines.—Export Implement Age, November 1900.
- Gas Engines and their Fuel.—American Manufacturer, November 15, 1900.
- Germany, Foreign Trade with.—Textile Record, October 15, 1900.
- Gautemala, The Resources of.—Mercantile Guardian, October 22, 1900.
- Germany, Foreign Trade of.—Textile Recorder, October 15, 1900.
- Gothenburg, Trade of.—Commerce, October 31, 1900.
- German Rubber Trade.—Consular Reports, November, 1900.
- Germany, The Pending Industrial Crisis in.—Iron Age, November 15, 1900.
- Hot Water Heating, Low Pressure of.—Canadian Architect and Builder, October 1900.
- Hats in Mexico.—Consular Reports, November 1900.
- Incandescent Lamp, The.—Canadian Electric News, November 1900.
- Industrial Combinations.—Iron Age, October 18, 1900.
- International Trade Competition in South Africa.—British Trade Review, October 1, 1900.
- Iron Industry of Russia.—Iron Age, November 15, 1900.
- Incandescent Lamp Holder.—Iron Age, November, 15, 1900.
- Jamaica, Trade in.—Commerce, October 17, 1900.
- Knitted Fabrics, Treatment of.—Canadian Journal of Fabrics, October 1900.
- Knitting Industry in Latin America.—Consular Reports, November 1900.
- Laborers and Machinery.—Export Implement Age, November 1900.
- Lumber Conditions in British Columbia.—Canadian Lumberman, November 1900.
- Mexico, What Mexico Buys and Where.—Mercantile Guardian.
- Manual Training in Canada.—Canadian Engineer, November 1900.
- Milling Free Gold.—Canadian Engineer, November, 1900.
- Molding Machine.—Iron Age, November 8, 1900.
- Patent Medicines Bill.—Canadian Journal of Fabrics, October 1900.
- Patent Medicines.—Monetary Times, October 26, 1900.
- Producing High Temperatures.—American Manufacturer and Iron World, October 18, 1900.
- Protection, Labor's Interest in.—American Manufacturer, October 18, 1900.
- Process for Deoxidating Metal.—American Manufacturer, November 8, 1900.
- Progress in Industrial Arbitration.—Iron Age, October 18, 1900.
- Pneumatic Machinery, Some Examples of Modern.—Machinery Market, November 1, 1900.
- Rolling Mills. Suggestions for the Improvement of.—Iron Age, October 18, 1900.
- Rio de Janeiro: An article entitled "Reports from Rio," by Acting Consul-General Rhind.—Commerce, October 24, 1900.
- Russia, Industries of.—Commerce, October 17, 1900.
- Revival and Reaction in Iron.—American Manufacturer, November 8, 1900.
- Road Building in Canada. — Canadian Engineer, November 1900.



Russia, Farm Machinery in. — Farm Machinery, October 1900.

Russia, Machinery for. — Machinery Market, November 1, 1900.

Smoke-Consuming Apparatus. — Textile Recorder, October 15, 1900.

Spinning Wool in a Wet State. — Canadian Journal of Fabrics, October 1900.

Superphosphate in Europe. — American Fertilizer, October 1900.

Strike Issues, Public Discussion of. — Iron Age, October 25, 1900.

Stocktaking, Things I learned While. Prize South Africa: The War in South Africa and Trade Competition. — The Chamber of Commerce, October 1900.

Essay from Australian Ironmonger.

South-African War and Foreign Trade. — British Trade Review, October 1, 1900.

South Africa, Trade With. — Iron Age, October 25, 1900.

South-African Prospects. — Mercantile Guardian, October 22, 1900.

South Africa, American Competition in. — Iron Age, November 8, 1900.

South Africa, English Traction Engines in. — Farm Machinery, October 1900.

South Africa, Canada's Trade with. — British and South African Export Gazette, October 1900.

South-American Produce. — South-American Journal, October 20, 1900.

Shirt Waists and Underwear in England, American. — Consular Reports, November 1900.

Shoes in Germany, American. — Consular Reports, November 1900.

Tariff of United Kingdom. — Trade and Commerce Report, August 1900.

Textile Machinery at the Paris Exhibition. — Textile Recorder, October 15, 1900.

Textile Threads. Preparation of Textile Threads for the Loom. — Textile Recorder, October 15, 1900.

Teas, Green of Ceylon, their Character and Possibilities. — Canadian Grocer, October 26, 1900.

Toronto Industrial Exhibition. — Canadian Manufacturer, November 2, 1900.

Trusts. Abraham S. Hewett on Trusts. — Iron Age, November 1, 1900.

Trinidad, A Treaty with. Who will Secure It? — Canadian Grocer, October 26, 1900.

Tea of India. — Canadian Grocer, November 9, 1900.

Upper Leather. Manufacture of Upper Leather by the One-Bath Chrono Method. — Boot and Shoe Trade Journal, September 29, 1900.

United States Navy Construction Plants. — Iron Age, November 1, 1900.

Uganda, The Resources of. — Mercantile Guardian, October 22, 1900.

Water, Lifting by Compressed Air. — Iron Age, October 25, 1900.

Waste Gases. Heat and Power from the Waste Gases of Blast Furnaces. — Iron Age, October 18, 1900.

Well Digging Machinery. — Export Implementation Age, November 1900.

Wild Clover Fibre. — Canadian Journal of Fabrics, October 1900.

Workmen's Compensation Act. — Canadian Manufacturer, November 2, 1900.

Workmen's Compensation Act in England. — British Journal of Agriculture, 1900.

Wood-working Machinery. Recent. — Machinery Market, November 1, 1900.

### AMERICAN SHOES IN GERMANY.

THE American Consul at Leipsic writes that he believes there is a large trade to be done in American shoes in Germany, and that American manufacturers should look into this field at once. He recommends, however, that the manufacturers endeavoring to ship into that country should not place their goods in the hands of German shoe dealers, who, without doubt, have a great amount of commercial patriotism and who are often interested in German factories. He says that the American shoe dealers must work together in their efforts to secure a hold on the foreign market, and to deal with the export trade must reach a mutual understanding. Further, the people in Germany when buying shoes consider first of all the price, and so what is wanted is a cheap shoe. He, therefore, recommends the establishment of a warehouse in Hamburg or Bremen and the opening of American shoe stores. On such a plan he is quite certain that a valuable and successful business could be established.

It is remarkable to note that the Vice-Consul in Frankfurt writes to the same effect, stating that a similar shoe establishment in Geneva or some similar station in Switzerland would meet with like success, and strongly recommends that American manufacturers should give attention to this sphere.

### FOLDING BEDS FOR GERMANY.

JAMES H. WORMAN, American Consul, writes that folding beds at a low price and simply made would find a ready market in Germany. There would probably be a larger call for single than for double beds. They should be devoid of expensive ornamentation and care should be taken to have the panels free from carving as there is a heavy duty thereon, the Government refusing to make any distinction between hand and machine work. The mirrors should be supplied here, as well as castors, weights, etc., that make expensive freights and can be furnished here as advantageously as at home. There are export dealers in Munich, who are able to make a market for folding beds in South Germany, but it will be necessary to supply catalogues. So far the only folding beds in use here are iron framed, folding into small settees and beds and ordinary iron bedsteads for servants. With such articles I cannot hope to see American goods compete successfully, but the regulation folding beds need only to be shown to be appreciated. There ought to be a ready market for folding beds combined with book-

case and wardrobe, especially the latter, as German homes are not supplied with closets but are dependent on wardrobes. The introduction of the simpler sorts might ultimately open up a market for our extensive styles.

### A CANADIAN REPRESENTATIVE IN GERMANY.

There is at present in Canada Mr. Frederick Fabel, a native of Germany, who has been here for some time and is returning to Germany for the purpose of carrying on a business there in certain lines of Canadian products. He desires to secure the representation of several Canadian houses, believing very firmly that in several lines a profitable business can be done. His knowledge of the conditions in Canada, as well as his intimate acquaintance with trade affairs in the Fatherland should qualify him well for the representation of Canadian houses. If there are any Canadian manufacturers who are desirous of exploiting this market, they should communicate with Mr. Fabel through the Association and he will be glad to furnish any information required. He purposes returning to Germany about the end of January or February and this will leave him ample time for the completion of the necessary arrangements with firms before his departure.

### BETTER PROSPECTS IN JAPAN.

According to a report of the German Consul-General at Yokohama, the apprehension, entertained in many quarters, that Japanese industry, in consequence of the cheap means of living and the low rate of workmen's wages, would obtain great advantage over competitors in Europe, seems to have become groundless, as wages, as well as the prices of all necessities of life have risen enormously. The Japanese workman possesses many qualities which are impediments to his employment in manufacturing works. Whilst his skill and desire to learn are generally admitted there is a unanimous opinion that the amount of work he does equals at most two-thirds of that done by a European workman. He is, besides, greatly wanting in steadiness. Without any tangible reason he frequently changes his occupation, and leaves one factory to go to another; it even frequently occurs that a considerable number of workmen suddenly and without notice leave a factory simply with a desire to make a change. — Chamber of Commerce Journal.

### FURNITURE IN RUSSIA.

The production of good quality and high-class furniture is developing more and more and furniture of the French and English style sells well. American office furniture has been imported and has been bought up clearly owing to its moderate price and practical construction. The trade in bent wood furniture has also largely increased.



## BRITISH TRADE NEWS.

### INQUIRIES FOR TRADE.

**D**URING the past month inquiries have been received at the office of the Association for the following articles of Canadian manufacture. The names of the parties inquiring and other particulars may be had on inquiry through the Association :

Boxwood.

Canadian asbestos.

Dowels (maple), properly grained, round and smooth, 32 to 36 in. long, in sizes from 7½-16 to 14-16 in. diameter.

Dowels (beech), with square top, 36 in. long, 13-16 in. square already trapped.

Furniture. A manufacturers' agent in Glasgow would be glad to hear of Canadian firms in the furniture trade, who require an agent with a good connection among cabinet makers, ironmongers, etc.

Grease.

Hardwood blocks for flooring.

Wood-pulp. A Glasgow merchant and manufacturer's agent is open to represent a Canadian wood-pulp factory.

Lard.

Oils.

Seal oil.

Inquiries have also been received from British firms manufacturing the following articles, and desiring to secure representatives in Canada :

Gully traps.

Gratings.

Hard and Soft felt hats.

Manhole covers.

Stable fittings.

Wood handles.

### INQUIRES FOR CANADIAN TRADE INDEX.

The Birmingham Daily Post of Tuesday, November 6, has the following interesting item :

"Among other signs of the increasing attention which is being given by our colonies to the idea of increasing their trade with England, is the issue of The Canadian Trade Index, published by the Canadian Manufacturers' Association, which aims at furnishing traders interested in Canadian goods with a comprehensive list of leading manufacturers. The intention is not only to develop the export trade, but to increase the imports, and hence all the firms named in the publication are considered to be probable customers for the raw materials that enter into the goods they produce.

"It is not a complete directory of the manufacturers, but comprises only those who have formed themselves into a voluntary association for the purpose of advancing the manufacturing interests of the colony as a whole.

"Reliance may be placed upon all the houses whose names appear in the Index,

and this is a consideration of some importance, in view of the experience of many English firms trading with those colonies where the laws affecting bankruptcy are somewhat unsatisfactory from the creditor's standpoint.

"The work can be procured free of charge from the secretary of the Canadian Manufacturers' Association, and it is contemplated to issue a similar edition in foreign languages."

Along with the mail which brought this number of The Birmingham Post came four letters from firms in Birmingham asking for copies of The Trade Index, as they desired to look into the matter of importing various articles from this country.

### CANADIAN EXHIBITION IN LONDON.

The Association is in receipt of the prospectus of the Canadian Industries and Food Supply Association. They are launching a project for the increase of their trade relations between Canada and Great Britain. The intention is to open large exhibition warerooms in a central locality in the city where Canadian products can be exhibited to intending buyers; that these should be cared for by the Association and shown to purchasers in England. It is also proposed to have a restaurant in connection with the exhibition where only Canadian food products will be used in the preparation of the meals there provided. Part of the kitchen will be open to the public for inspection. Club rooms and literature relating to Canada will also be provided.

The chief inducement held out is that the location will be right in the heart of the metropolis, convenient to business men and so likely to attract attention.

Some of our manufacturers and exporters may be interested in this branch, and, if so, can obtain further information from the Association as to the plan of operation proposed.

### WAR PURCHASES IN CANADA.

Canada has rendered great service to the Empire during the recent war, and it is gratifying to learn that the British War Office has not allowed the reciprocity to be all on one side, and that extensive contracts for all kinds of food products and other commodities were given to the Dominion for the supply of the army in South Africa. Between November and April last Canada supplied the British War Office with nearly 20,000 tons of hay, 300 tons of corned beef, 100 tons of oats, 1,600 tons of flour, 2,000 sets of saddles and bridles, 5,000 numnahs, 2,000 pairs of numnah panels, 1,000 cases of baked beans, 24,000 1-lb. tins of boneless chicken, 180,000 1-lb. tins of jam, 30,000 greatcoats and 50,000 serge suits.

### FOREIGN GOODS AND THE PREFERENCE

The British Trade Journal refers to the unfairness that often results to Canadian firms through goods going through the United Kingdom and being there slightly altered and rearranged and sent here under the preference tariff. It, therefore, suggests that it would be well if British exporters were compelled to invoice their goods with the country of origin. The proper duty could then be collected, and Germany would not receive this advantage without giving us anything in return.

### THE TRADE INDEX APPRECIATED.

From a leading firm in Birmingham comes the following letter :

"Dear Sir—I see by The Birmingham Daily Post of this morning that your Association is publishing a Canadian Trade Index and that copies may be had free of charge. May I ask you to kindly forward us a copy as we desire to look into some articles for import to this country."

### A REPRESENTATIVE FOR CANADIAN FIRMS.

From Collingwood, Grove Ave., Birmingham, England, comes the following letter : Secretary Canadian Manufacturers' Association.

Dear Sir,—I have learned through the daily papers of the issue of a Canadian Trade Index, and shall feel obliged if you will kindly favor me with a copy of the same.

If you should know of any first-class firms desiring a representative, or intending to open an office in London, or elsewhere in the United Kingdom for the sale of their goods, I shall be very glad if you shall give my name to them. I have had 25 years' commercial experience and am well acquainted with home and export trade. I can furnish first-class references and also a substantial guarantee if required.

Yours truly.

(Signed) L. BACHMANN.

### HEATING APPARATUS FOR GREAT BRITAIN.

Lord Strathcona's letter of April last year states as follows :

"It seems to me that more attention might be paid in Canada to the United Kingdom, as it affords an extensive market for heating apparatuses. The houses in England are invariably cold in winter, and this is especially the case in the passages and in the bedrooms, where fires are not usually kept going all the time. If some houses in the trade in the Dominion would consider the advisability of starting



branches here, a very considerable business might, I am sure, be done if the matter were properly pushed, for which purpose a little capital would, of course, be required. There can be no doubt whatever that if the advantages of the Canadian system of heating became known the demand would be large. I am aware that one or two of the leading firms in the Canadian trade have in a measure tried to exploit this market, but it has been rather in the direction of supplying the materials than undertaking the work, and, of course, under the former circumstances there are not the same incentives to push the business as would apply in the latter case."

In his report now he states that in consequence of this letter and the publicity the matter received in Canada, one of the leading firms sent a representative to that country to investigate the matter on the spot, and large buildings are being heated now on the Canadian system, and he says the trade in this direction may still be very considerably developed.

#### UNITED STATES PRODUCTS IN ENGLAND.

The Association is in receipt of a circular from Messrs. Pitt & Scott, Limited, of New

York, in which they state that they are opening in London, England, a commercial exhibition of American manufactures to provide for the exhibition and sale of American products.

The prospectus states that there will be provided a permanent public exhibit of the manufacturers of the United States in a central locality in London; that articles there exhibited will be taken entire charge of, kept in order and shown to intending buyers; and, finally, that a Monthly Bulletin will be published by the management to circulate to the principal importing houses and buyers in Europe, thus affording visitors an excellent advertisement.

## Canadian Leather and Shoes in England.

THE following is a cutting from The Daily Telegraph, of Islington, England, under date of November 6, 1900:

"During the present week the Agricultural Hall at Islington is, for the sixth year, dedicated temporarily to the uses of the Shoe and Leather Fair. Naturally the features of a display such as this appeal more directly to those connected with the trade than to the lay visitor, for what it has to show of novelties is mainly in the way of machinery relating to various operations in the process of manufacture. It should also be noted as a matter of interest to the general public that the exhibition opened yesterday reveals in a marked degree the perfection to which the machine-made boot has been brought.

"A look around the exhibition affords an indication of the extent to which American leathers and boots have found their way into the English market. The truth is that the American-made goods offer a far wider choice in respect of sizes than do most of the British products, and it is worth while noting, in illustration of the fact that our manufacturers are not above taking a hint from their competitors, that in North Hampton and Leicester they are now making boots on the American principle, using the lasts favored by transatlantic manufacturers.

"The exhibition, on the other hand, bears evidence of distinct improvement in the quality of Australian leather, and the appearance of large bales of colonial hides will attract attention, while in the machinery section will be found duplicates of many of the best exhibits seen at the Paris Exposition."

Writing in connection with this event, Mr. Harrison Watson, curator of the Canadian section of the Imperial Institute, London, England, says:

"Dear Sir,—At the request of Alderman

Leonard, of Messrs. Leonard Bros., Leicester, at that time President of the Federated Association of Boot and Shoe Makers of the United Kingdom, I, 18 months ago, through the Department of Trade and Commerce, collected a considerable volume of correspondence from Canadian tanners as to their views about increasing trade in the United Kingdom in Canadian leather. Mr. Leonard and many others are in favor of boot and shoemakers here giving a preference to leather coming from within the Empire.

"The views of a number of Canadian tanners led Mr. Leonard to suggest that Canada should make a combined display of leather at the Shoe and Leather Fair which was held in London in April, 1899, so that the trade here should learn what Canada could furnish. This, however, owing as it was thought, to insufficient time, came to nothing, but it was hoped, with the cooperation of The Shoe and Leather Journal, Canada would be fully represented at the succeeding exhibition which has just opened at the Agricultural Hall, Islington.

"I visited the show yesterday. It is more in the nature of an exchange or market than the usual exhibition, and most of the leading leather people and boot and shoe manufacturers are represented. In addition to the displays the exhibitors have provided offices where samples are shown and business transacted. It is purely a trade affair, and during the course of the exhibition excursions are run up from the leading tanning and boot and shoe centres.

"I traversed the exhibition from one end to the other without seeing a single piece of leather of any kind either publicly exhibited by Canadian firms, or described as Canadian. American boots, American shoes, rubbers, slippers, laces, eyelets, American machinery, American leather of

all kinds, but not a sign of any kind to show visitors that there exists such an article as Canadian leather.

"Australia has a good display of hides and leather, and Russia and Germany are at least represented.

"At length I encountered Mr. Leonard, and, as I expressed regret that Canadian producers had not adopted his suggestion, he took me to his office and showed me 12 sample boots, each men's and women's, which he is making entirely out of Canadian leather and introducing to his customers with a large placard describing the goods as Canadian which is to be exhibited in the shop windows.

"Mr. Leonard further stated that, although there was probably Canadian leather shown by some of the large merchants with other varieties, so far as he knew his were the only goods described as Canadian in the whole exhibition.

"I mention this matter because I think that this practical proof of Mr. Leonard's (he becomes mayor of Leicester this week) sympathy for Canada should be known, and that without having any personal interest in the Shoe and Leather Fair.

"I consider it a great pity that our Canadian manufacturers should lose such an excellent opportunity of showing, not only the United Kingdom merchants and manufacturers, but the workmen and others, what excellent leather Canada produces, and what an important source of supply Canada will become.

"I write you knowing well that Canada is already shipping considerable quantities of leathers to this country, but Canadian tanners should bear in mind that this fact is unknown to the public, and the remedy rests entirely in their own hands.

"The matter may interest your leather



members, so I have written you at length.

"Yours faithfully,

"(Signed) HARRISON WATSON."

In a brief letter, accompanying the same, Mr. Watson expresses still further his disappointment that Canadian manufacturers have not taken advantage of this important exhibition and says that in a country like

Great Britain, where goods of all makes are sold, the average merchant is not interested in publishing abroad the country and origin of the goods, and most of the Canadian leather sent to England is generally known as American.

He further states that this is a matter for the enterprise of the Canadian manufacturer, and, unless he bestirs himself and

moves, the people here are not likely to trouble themselves.

Nothing need be added to this letter to emphasize the importance that Mr. Watson, the curator of the Canadian section of the Imperial Institute, places on the necessity of Canadian tanners making a vigorous canvas for the British market.

## AUSTRALIAN NEWS.

### MR. DE SCHRYVER'S RETURN.

IN the last issue of *INDUSTRIAL CANADA* a note was made of the visit of Mr. Th. de Schryver, of the firm of Zoeller, de Schryver & Co., of Auckland, New Zealand, and Brisbane, Queensland.

Mr. de Schryver, after his visit to Canada, proceeded to the United States, and thence to England and Germany. He has now returned, and is completing arrangements for the despatch of the samples by the firms whose representation he secured while in Canada.

A notable feature of Mr. de Schryver's representation is that, after his extended tour, he goes back to Australia representing only Canadian firms, and that he will there have no other firms whose interests he must serve in opposition to any Canadians doing business in Australia.

He has already secured the representation of some 15 firms for Queensland and New Zealand, and will return via Vancouver so as to commence operations with the beginning of the New Year.

Mr. de Schryver is one of the gentlemen whom it has been the pleasure of the Association to introduce to several of its members, and in him has every assurance that its members will have an able representative, and who has justified that expectation by limiting himself purely to Canadian firms. In return, it is hoped that Canadian houses will show the same promptness and care in filling orders for the Australian market that they do for their home customers.

### ADVICE FROM MR. LARKE.

The following is an extract from the report of Mr. J. S. Larke, to the Department of Trade and Commerce, which has not yet been published, but with which we have been favored through the kindness of Mr. Parmelee, the Deputy Minister. It points out some of the difficulties which Canadian manufacturers find in doing business with Australia:

"A Canadian manufacturer writes expressing surprise that he received an order from a Sydney firm, with whom he had business through a New York house instead of its coming to him directly. In consequence of this he says he had to pay a commission to the New York firm and doubtless the buyer had to pay a commission as well. It

would be better for both if the business were done directly and thus save the charges to both sides.

"This has been the experience of more than one firm. It is confirmatory of the statement I have previously made, that an increasing share of Canadian business with Australia is being done through New York buyers. There are several causes for this apparently unwise procedure. One is the delay that has been experienced in dealing directly with the Canadian manufacturer. The arrival of a Canadian mail is sure to be followed by complaints from Sydney firms communicating with Canada that replies due are not to hand. Orders sent are not acknowledged, and frequently the purchaser is not informed that his order will not be filled for months and perhaps not until the goods are here. When ordering through a New York commission house there are no delays. If the Canadian manufacturer does not reply or ship promptly the goods are bought elsewhere. This difficulty can be easily overcome by promptness in correspondence. Letters to all points in Canada, from Montreal west, can be replied to and orders acknowledged to come here by the steamer which carried them to Canada.

"Price is another consideration. A number of New York firms have their representatives here who are looking keenly after business. On finding an Australian merchant inclined to give an order to a Canadian manufacturer, these representatives assure the buyer that if he will entrust the order to his New York house it will get the order filled on better terms than the prices quoted. Frequently it is done, as, tempted by an order, the Canadian manufacturer accepts an offer of a reduced price and pays the agent a commission of 2½ to 5 per cent. in addition. Naturally, no more orders go directly after this. The preventative of this is to quote the best price to the customer directly and firmly adhere to it from whatever source solicitations may come."

### IMPLEMENTS FOR NEW SOUTH WALES.

A letter to the United States Department of Agriculture calls attention to the great need of agricultural machinery in the colony, especially for cutting maize and for sugar cane. The writer states that there is a great field still open for American agricultural implements.

### THE TRADE INDEX IS APPRECIATED.

The following letter comes from a firm in Melbourne, Australia, acknowledging receipt of the membership directory of the Association, and shows the appreciation with which The Trade Index, issued by the Association, is received abroad.

"The Canadian Manufacturers' Ass'n,  
"Toronto.

"Dear Sir,—We beg to acknowledge receipt of your letter dated August 3, also Trade Index of manufacturers, for which we tender our hearty thanks.

"We are communicating with a number of the firms whose names appear in the Index, and with whom we hope to do a good business."

### THE PANAMA CANAL AND AUSTRALIAN FREIGHTS.

William C. Barker in *American Trade* calculates the saving to the agricultural implement industry by the construction of an Isthmian canal. He states that by direct steamers to Australian ports the average freight cost is 16c. per cubic foot, and the average time 110 days. By the canal the time would be 40 days, and the rate not more than 12c.—a great saving in interest, freight and insurance. The 60 days' time saved would also remove the high pressure of working at a time when American orders have to be filled, and so would reduce the cost of production.

### PREFERENCE TARIFF IN AUSTRALIA.

Under the title of "Britain vs. America," a writer in the *Australasian Ironmonger* discusses the policy of a preferential tariff in favor of Great Britain, and in which Canada would no doubt be included. He says in part: "I would, and will at any time, sooner import and stock British manufactured goods and material than American, and always wish to see England on top." These were the words uttered recently by one of the oldest and most successful ironmongers in Australia. The sentiment is born of a long period of interchange of business, built up on a broad and equitable basis, and not on such principles as will allow of the pernicious and cutthroat competition that is now forced upon us, disorganizing bona fide business calculations,



and causing a risk and uncertainty that is not desirable."

After discussing the general business methods of the two nations, he concludes: "Therefore, it is the duty of Australians, one and all, to see that their best customers should in return get the best share of their orders for manufactured articles, and, to make sure of this, there is no better means than by giving that customer a preference in the matter of tariff. The opportunity is about to be given us; let us by our actions show that we appreciate fair, straight-out business in preference to perplexing conundrums and combinations that have no face value."

### REQUEST FOR CATALOGUES.

All manufacturers of building material, or any material that enters into either the construction or fitting up of houses, public buildings, etc., are cordially invited to for-

ward copies of their catalogues to this office, when they will be sent to an inquirer from Sydney, Australia, who desires to obtain all possible information about the supply of building material from Canada.

Any members desiring to send their catalogues of building material should forward them at once.

### PREFERENTIAL TRADE WITH GREAT BRITAIN.

The Premier of New Zealand has announced in Parliament that so soon as British manufacturers are in a position to supply all the requirements of the colony within a reasonable time, he will be prepared to introduce a preferential rate of duty for British goods. At present, he said, Great Britain was unable to supply many orders for machinery, and, consequently, the colony had to go to America.

and they must particularly appreciate the very lengthy and able article devoted to this subject by The South African Export Gazette—a journal whose reputation in South Africa stands high, and whose columns are full of the most wide-awake suggestions as to means of developing trade in that country.

We would recommend our readers to procure a copy of this number, and look into the recommendations there set forth.

On the other hand, it must be recognized that Mr. Moffatt has been doing a good work in South Africa, and not a few of our manufacturers have through him secured the beginnings of a rapidly-extending foreign trade.

Mr. Moffatt during his visit to Canada was convinced that very many articles might now be sold in South Africa that are not being shipped there by our manufacturers, and he undertook to find out as far as possible for the manufacturers here the possibility there was for them to do a business in their lines. This work is only preliminary, and permits of a further arrangement by the manufacturer, if it is found that his goods are adapted in style and price for that market. He, in this way, enables manufacturers to find out some features connected with the market of the country before incurring any very considerable expense in endeavoring to push the sale of goods which may not be suitable, for sale in that country.

No doubt, however, The South African Export Gazette is perfectly right in its contention that if an extensive and profitable trade is to be secured, progressive measures must be taken by our Canadian firms, and no publication is in a better position to suggest the direction which these measures should take, than The British and South African Export Gazette.

### IRON POSTS FOR SOUTH AFRICA.

American Consul-General J. E. Stowe writes from Cape Town, submitting diagram of an iron post used by the railway lines and the telephone and electric companies for carrying wires. The demand for these posts he says will be large, and that England and Germany have been the exporters heretofore. Up to the present no American manufacturer has been found who could produce a tapered wrought top. Specifications have been furnished and invariably the reply has been that only straight tops could be supplied, and he therefore sends the diagram in the hope that its publication in the Consular Report will meet the eye of the manufacturer who can produce it.

### WIRE FENCING FOR SOUTH AFRICA.

The United States Consul-General writes that during his recent trip his attention was called to the destruction of wire fencing. For hundreds of miles fences are down and twisted so badly that they cannot be

## CANADA'S BID FOR SOUTH-AFRICAN TRADE.

THE British and South African Export Gazette, of October 5, contains an interesting article upon this subject, in which it criticizes very severely the methods suggested by Mr. Thomas Moffatt for opening up business by Canadian firms in South Africa.

The article condemns the policy of Canadian manufacturers in this respect as pettifoggery, and refers to Mr. Moffatt's suggestions as impracticable. The article is misleading in certain particulars, more especially as it suggests the impression that no Canadian manufacturers are doing business in South Africa save on the lines indicated by Mr. Moffatt. This, of course, is far from being the case, as there are in Canada many firms who have been for a number of years doing a profitable business in that country through their own agents, and to these firms, of course, the criticism of The South African Gazette is not applicable.

Canadian manufacturers and their Association are bound to no plan, and Mr. Moffatt's suggestions are largely for the assistance of those firms who have not felt that the prospects there justified the incurring of an expense by sending out a direct representative, but who desire to find out first if there is a possibility of an opening in that country for their products.

The South African Gazette criticizes Mr. Moffatt, first, for advising Canadian manufacturers to send catalogues in care of his firm to Cape Town, and points out that catalogues are of very little use in opening up trade unless the firms have first made their names and specialties known to the South-African buyers.

Second, it criticizes the suggestion that firms should send samples which will be cared for in the Canadian Building at Cape Town under the control of Messrs. Moffatt, Hutchins & Co., stating that this is well

enough for local purposes, but does not reach by any means the whole of South Africa.

While there is no doubt that this is the case, it is to be remembered that the object of many Canadian manufacturers is to ascertain the possibility of their goods being suited for the South-African market, both in style and in price, and, when this is ascertained in Cape Town, it is possible for them to arrange there for direct representation through their own travelers, or with Moffatt, Hutchins & Co., to travel with their samples, as this firm has offered to so arrange with any firms desiring to do so.

Third—The Gazette subjects to severe criticism Mr. Moffatt's suggestion to make use of the daily papers as a means of advertising Canadian goods in South Africa, and recommends strongly that use should be made of reputable trade journals for this purpose.

It is an old and disputed question as to the relative merits of advertising in trade journals, or through the daily press, and one which this Association has no intention of discussing at the present time. It is, however, perhaps, interesting to note that the recent report of Col. J. G. Stowe, the United States Consul-General at Cape Town, contains the following statement:

"In the United States the daily paper is the best medium of advertising, and, as there are no trade papers published here as at home, the daily or weekly papers would be a good medium by which to bring our products to the attention of the consumers."

It is not necessary to enter into any controversy with The South African Export Gazette as to the lines of Mr. Moffatt's work. Manufacturers are pleased at any time to receive suggestions as to the lines upon which a foreign trade should be done,



used again. The wooden posts have all been burned for cooking purposes, and, as there is little wood, iron posts must be substituted. There should, therefore, be a big opening for wire fencing, as the Government must fence all the lines of railway and the farmers in the interior must do likewise with their farms.

### THE LIBRARY OF THE ASSOCIATION.

**D**URING the past few weeks great improvements have been taking place in the library of the Association. Although many valuable publications were being constantly received, the useful information these contained was hitherto practically inaccessible to members, owing to the lack of any methodical system of indexing and shelving. Large numbers of consular reports, catalogues, and pamphlets of various descriptions had accumulated without record being kept of what they contained or where they were to be found. We are glad to be able to state that this difficulty has been overcome. All publications of a size that rendered them unfit for shelving have been classified into groups, and each group has been placed in a neat cardboard box, bearing on the outside a label to indicate the nature of the contents. For example, the consular reports have been classified according to countries, and, accordingly, we find boxes bearing such titles as France, South Africa, Australia, etc. Pamphlets that did not lend themselves to a geographical classification have been grouped on the basis of subject matter, such as technical education, insolvency legislation, etc.

This, however, is but a small part of the work that has been done. In addition to an examination of these smaller papers, all the large books, including Government reports, censuses, statistical tables, directories, and even periodicals, have been carefully gone into, and, whenever an article of sufficient value was found, a card has been made out for it. On this card was written, first of all, the subject dealt with; next, the book or box where it was to be found, and, in many cases, the exact page of the book has been given. Sometimes it has been found necessary to make out two, or even three cards, for some important article, in order to facilitate the finding of it by those who may have occasion to use the library. This applies more especially to a certain class of articles, of which, "A Railway Route to the Yukon," may be taken as an example. This must, naturally, go under the general heading of "Railways," while, at the same time, one might expect to find it under "Yukon" as well. All cards bearing a geographical title have been kept in a class by themselves, so that there are really two indices to the library. In each index the cards have been arranged in alphabetical order, making it a very easy matter for anyone to find out exactly

where he may obtain the information he desires.

This system of card-indexing on a double basis has been extended to the trade inquiries that are received from all parts of the world. Hence any member may find out in a fraction of a minute all the inquiries that have been received for the goods which he manufactures.

It is hoped that the members of the Association will freely use these conveniences that are now placed at their service. All are invited to call and make personal use of them. Where this is impossible, as in the case of out-of-town members, they will be furnished with any information procurable from the library, upon application to the secretary, and that, much more quickly than heretofore.

### LEATHER FOR JAPAN.

The French Consul writes that he has repeatedly asked for the addresses of makers of neat's and sheep's leather and that large quantities could also be received of horse hides and prepared leathers for harness and shoemakers.

### DIRECT COMMUNICATION WITH THE WEST INDIES.

Messrs. Pickford & Black, owners of the line of steamers operating between Canada and the West Indies, are making every endeavor to interest Canadian manufacturers in the possibility of trade in the West Indies and are distributing circulars giving very valuable information relating to possibilities for trade in the West Indian Islands. Their pamphlets seem to indicate that, that country has a splendid market for butter and cheese if only properly put up for the market. The butter that comes from Denmark retails in most West Indian markets at 45c. per lb.

Any information relating to opportunities in the Islands or means of communication therewith will be gladly furnished on application to The Pickford & Black Steamship Co., at Halifax.

### EXHIBITION OF JAMAICAN PRODUCTS.

That the Association is coming very prominently before the notice of firms and institutions outside of Canada is evidenced by the fact that an offer is made by the Department of Agriculture in Jamaica to place a small exhibit of the products of the Island at the disposal of the Canadian Manufacturers' Association for permanent exhibit in their rooms.

Any measure of this kind that will tend to promote imports from Jamaica will be most welcome to Canadians, as carriage of freight this way helps to reduce the cost of freight on Canadian products being exported.

The Association has answered the Department of Agriculture in Jamaica, advising that a good representative exhibit of the Island's products should be prepared for exhibition at the leading fairs in Canada, and that the prominent features of it will be afterwards taken care of by the Association.

### CHINA AND IMPLEMENTS.

Exporters in England who are friendly to American implements are watching the progress of events in China with more than ordinary interest. Shanghai merchants think, as do English exporters, that for small agricultural devices there will soon develop enough business to warrant looking after it. The Shanghai merchants state that in their opinion exclusively hand methods are destined to disappear from China where labor has been for ages a drug. Our readers in Australia and on the Pacific Coast are watching the Orient. The Japanese have suddenly become an industrial power, and land there is now being tilled on American methods. Dense as is the Chinese population there is room for the adoption of American labor-aiding appliances, and there will soon be evidences of a demand in that direction.—Export Implement Age, November.

### BRITISH DIRECTORIES.

**Messrs. Kellys' Directories, Limited,**  
LONDON, ENG.,

Announce the preparation of Post Office London (Eng.) Directory (102nd Annual Edition). Also Directories of every city and town in Great Britain. For particulars re advertising, etc., apply W. P. Dent, Mgr. Dominion Branch, 71 Victoria St., Toronto.

### CHEMIST.

**H. C. Roller,**  
101 Tyndall avenue, TORONTO.

Technical Chemist.  
Commercial analysis of raw and finished materials. Valuation and utilization of waste products. Processes investigated and developed. Correspondence solicited.

### EXPORT AGENT.

**Geo. S. Carr,**  
11 and 13 William street, NEW YORK.

Export Sales Agent for Canadian Manufacturers.  
Customs and Insurance Broker and Foreign Forwarder.

### SOUTH-AFRICAN DIRECTORY.

**Messrs. Kellys' Directories, Limited,**  
LONDON, ENG.,

Announce the preparation of General Directory of South Africa. Highest award, Gold Medal, Paris, 1900. For particulars re advertising, etc., apply W. P. Dent, Mgr. Dominion Branch, 71 Victoria St., Toronto.

### TRADE DIRECTORIES.

**Messrs. Kellys' Directories, Limited,**  
LONDON, ENG.,

Announce the preparation of Merchants, Manufacturers and Shippers' Directory of the World (15th Edition); Engineers, Iron and Metal Trades Directory (Great Britain), 9th Edition; Watch, Cloak and Jewellery Trades Directory (Great Britain), 7th Edition. For further particulars re advertising, etc., apply W. P. Dent, Mgr. Dominion Branch, 71 Victoria St., Toronto.



# FOREIGN TRADE PAPERS.

Any foreign trade journal whose announcement appears under this heading has inserted a similar announcement in its columns stating that a line addressed to the Canadian Manufacturers' Association will put the writer in touch with Canadian manufacturers in every line.

## THE SOUTH AMERICAN JOURNAL

(A Weekly Trade Paper.)

*Circulates through the whole of South and Central America and Mexico.*

Annual Subscription, 25s  
Advertising rates on application.

*Manufacturers are invited to communicate with*

## THE . . . . . SOUTH AMERICAN JOURNAL

for information of all kinds relating to the trade of South and Central America and Mexico.

*Patents and Trademarks are registered in the countries of South and Central America by the Editor of*

## THE . . . . . SOUTH AMERICAN JOURNAL

9 New Broad St., London, E.C.

# MEMBERS' BUSINESS DIRECTORY.

The Canadian Manufacturers' Association, in annual meeting assembled, decided to admit advertising matter from its members in INDUSTRIAL CANADA, under certain restrictions. It was felt that the paper should not be a means of competitive advertising by our members, but that its value would be increased by having included a classified list of businesses represented, so that wherever it went it would give a fair representation of Canadian manufactures. The advertisements received as yet represent only a beginning, as it is hoped that every member will see his way clear to using INDUSTRIAL CANADA as an advertising medium. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business.

### ACCOUNT BOOKS.

**The Brown Brothers, Limited,**  
51-53 Wellington West, TORONTO,  
  
Manufacturers of Account Books, Leather Goods, etc. Stationers and Bookbinders.

### AGRICULTURAL IMPLEMENTS.

**David Maxwell & Sons,**  
ST. MARYS, ONT.  
  
Manufacturers of Harvesting Machines, Stock Raisers' Implements and General Farm Machinery.

### ASBESTOS.

**The Eureka Mineral Wool & Asbestos Co.,** 136 Bay street, TORONTO.  
  
Asbestos Cement, Paper, Mill Board, Wick, Rope, Pipe and Boiler Coverings, Packings, etc.

### BANK AND OFFICE FITTINGS.

**The Globe Furniture Co., Limited,** WALKERVILLE, ONT.  
  
Counters, Screens and Metal Work for same; Standing Desks, Dado, Doors and General Interior Finish; Store Fixtures.

### BILLIARD TABLES.

**Samuel May & Co.,**  
74 York street, TORONTO.  
  
Billiard Table Makers.  
Billiard and Pool Ball Turners.  
Billiard Cue Makers.  
Billiard Cloth Importers.  
Send for Catalogue and Price List.

### BRASS GOODS.

**The Robert Mitchell Co., Limited,** MONTREAL.  
  
Manufacturers of Brass Goods for plumbers, gas and steam fitters. Gas and Electric Light Fixtures, Ornamental Brass and Iron Work.

### BRUSHES AND BROOMS.

**Boeckh Bros. & Company,** TORONTO.  
  
Manufacturers and Exporters of Brushes, Brooms, Woodenware and Display Tables.

**The MacLean Publishing Co., Limited,** MONTREAL AND TORONTO.

Publishers of "The Canadian Grocer," the grocery and general store paper of Canada. The only exclusively grocery paper in Canada. Advertisements of brushes and brooms in this medium bring splendid returns.

### CARPETS.

**The MacLean Publishing Co., Limited,** MONTREAL AND TORONTO.  
  
Publishers of "The Dry Goods Review." Only paper in Canada devoted exclusively to dry goods, millinery, men's furnishings, hats, caps and clothing trades. Good carpets properly advertised in this medium are easily sold.

**The Toronto Carpet Manufacturing Co.,** TORONTO. Limited.  
  
Manufacturers of Wool and Union Ingrain Carpets and Art Squares, Axminster Carpets and Rugs; Smyrna Whole Carpets and Rugs.

### CONFECTIONERS' MACHINERY.

**Fletcher Manufacturing Company,** TORONTO, CANADA.  
  
Onyx, Marble and Silver-plated Soda Water Fountains; Bakers', Confectioners' and Cooks' Tools, Machines, Utensils and Supplies; Waxed Paper Julep Straws.

### COPPER WORK.

**The Booth Copper Co., Limited,** TORONTO, CANADA.  
  
Coppersmiths and Metal Spinners.  
Brewers', Distillers' and Confectioners' Copper Work.



**CORRUGATED IRON.**

**The Metallic Roofing Co., Limited,**  
TORONTO, MONTREAL and WINNIPEG.

Manufacturers of Corrugated Iron, painted or galvanized; straight or curved; any gauge or length up to 10 ft.

Our Corrugated Iron is pressed, not rolled, consequently corrugations fit accurately.

**CREAM SEPARATORS.**

**The Raymond Mfg. Co. of Guelph,**  
GUELPH, ONT. Limited.

Manufacturers of the "National" Cream Separator and "Raymond" Sewing Machines.

**DISTILLERS.**

**Hiram Walker & Sons, Limited,**  
WALKERVILLE, ONT.  
And London, New York, Chicago, Atlanta,  
Mexico City, Victoria, B.C.

"Canadian Club" Whiskey.

**DRESSINGS—LEATHER.**

**Domestic Specialty Co.,**  
HAMILTON, ONT.

Manufacturers of Blackings, Dressings, Dyes, Stains, Waxes, Bottom and Edging Inks and Rubber Cement.

**DYERS AND FINISHERS—SPECIAL.**

**The Merchants Dyeing and Finishing Co.,**  
Liberty St., TORONTO. Limited

Dyers and Finishers of all classes of Woolen or Half-Wool Dress Goods—whether made in Canada or Europe. Also Japanese Silks. Correspondence solicited.

**ELECTRICAL APPARATUS.**

**The Canadian General Electric Co.,**  
Limited,  
TORONTO. PETERBOROUGH.

Branch Offices—Halifax, Montreal,  
Winnipeg, Vancouver.

We manufacture Electrical Machinery for Railway, Lighting and Power Installations. You would do well to consult us before purchasing apparatus.

**ELECTRICAL SUPPLIES.**

**The Canadian General Electric Co.,**  
Limited,  
TORONTO. PETERBOROUGH.

Branch Offices—Halifax, Winnipeg,  
Montreal, Vancouver.

Electric Lighting Accessories, Railway and Construction Material of every description. Write for price lists, catalogue and general information.

**ENGINES AND BOILERS.**

**The Polson Iron Works,**  
TORONTO.

Engineers, Boilermakers, Steel Shipbuilders; Builders in Canada of the Yarrow and Moscher Water-Tube Boilers.

Works and Office, Esplanade St. West.

**ENGRAVERS.**

**The Grip Printing & Publishing Company**  
of Toronto, Limited,  
TORONTO.

Designers, Engravers, Printers, Publishers, Half-tones, Wood Cuts, Electros, Cuts of all kinds, Booklets, Catalogues, Calendars, Illustrated Printing.

**ENVELOPES.**

**The Barber & Ellis Co., Limited,**  
TORONTO.

Envelopes of every quality and size. The largest output in the Dominion.

**FUEL.**

**The Standard Fuel Co.,**  
TORONTO.

Importers

All-rail Coal.

Prompt Shipments Guaranteed.

**FURNITURE.**

**The Anderson Furniture Company,**  
WOODSTOCK, ONT., CAN. Limited.

BRANCH—Bell Wharf, South Bromley, London, E., England.

Manufacturers and Exporters of all kinds of Chairs, Tables, Desks, etc.

**FURNITURE—CHURCH AND SCHOOL**

**The Globe Furniture Co., Limited,**  
WALKERVILLE, ONT.

Pews, Rails, Screens, and Platform and Chancel Furniture; Model Automatic Desks and Teachers' Desks; Lecture Room Chairs, Settees, etc.

**FURNITURE—OFFICE AND SCHOOL.**

**The Canadian Office & School**  
Furniture Co., Limited,  
PRESTON, ONT.

Manufacturers of Office, School, Church, Lodge and Opera House Furniture; Bank, Office, Hotel, Drug, and Jewellery Store and Court House Fittings a specialty.

**The Office Specialty Mfg. Co., Limited,**  
TORONTO.

Letter Files, Cabinets, Supplies, Office Desks, School Desks, etc., Metallic Vault and Library Furniture, Trucks.

**HEATING BOILERS.**

**Dominion Radiator Co., Limited,**  
TORONTO, CANADA.

Safford Boilers for Steam and Hot Water Heating.

Send for Catalogue.

**INTERIOR WOOD WORK.**

**The Chas. Rogers & Sons Co., Limited,**  
TORONTO.

Bank and Office Fittings, Mantels, Furniture and Upholstery.

**IRON MANUFACTURES.**

**The Abbot-Mitchell Iron and Steel Company of Ontario, Limited,**  
BELLEVILLE, ONT.

Manufacturers of Bar Iron and Steel, Nails, Spikes, Washers, etc.

**H. R. Ives & Co.,**  
MONTREAL.

General Founders.

Artistic Iron Work of all descriptions.

Brass and Iron Bedsteads, etc., etc.

**The MacLean Publishing Co., Limited,**  
MONTREAL AND TORONTO.

Publishers of "The Hardware and Metal Merchant," the only paper in Canada circulating among hardware, paint and oil dealers, plumbers and steamfitters, millmen, machinists, foundrymen and other manufacturers.

**Pillow & Hersey Mfg. Co., Limited,**  
MONTREAL.

Cut and Wire Nails, Wrought Iron Pipe, Horseshoes, Spikes, Tacks, Bolts and Nuts, etc.

**JEWELRY.**

**P. W. Ellis & Co.,**  
TORONTO.

Manufacturing Jewelers and Silversmiths. Diamonds and Precious Stones, Fine Gold Jewelry, Lockets, Chains, Rings, Watches, etc. Manufacturers of "Regal" Solid Gold Watch Cases. Importers of American Clocks, etc.

**LEATHER.**

**Bickell & Wickett,**  
TORONTO.

Staple and Fancy Leathers, Colored Sides in Bag, Valise, Trunk, Football, Furniture, Shoe. Bookbinding Goods, etc.

**The Breithaupt Leather Co., Limited,**  
Head Office, BERLIN, ONT.

Tanners and Leather Merchants.

Home and Export Trade.

**Tanneries at Berlin, Penetang and Listowel, Ont.**

**LEDGERS—LOOSE LEAF.**

**The Copeland-Chatterson Co., Limited,**  
TORONTO.

Originators and Manufacturers of Loose Leaf Systems and Perpetual Ledgers.

Systematizers of business methods.



**LITHOGRAPHERS.**

**The Harris Lithographing Co.,**  
6 and 8 Bay street, **TORONTO.**

General Lithographers and Engravers.  
Show Cards, Catalogue Covers, Labels, etc.

**The Toronto Lithographing Co., Limited,**  
Cor. King and Bathurst streets,  
**TORONTO, CANADA.**

Lithographers and engravers by all processes.  
Manufacturers of High-Class Advertising  
Novelties. Map Engravers and Fine Art  
Printers, etc., etc.

**METALLIC CEILING.**

**The Metallic Roofing Co., Limited,**  
**TORONTO, MONTREAL and WINNIPEG,**

Make countless beautiful designs of Metallic  
Ceiling and Wall Plates; with Borders, Friezes,  
Dados and every detail to match. They are  
easily applied, are ornamental, fireproof and  
sanitary.

**MINERAL WOOL.**

**Eureka Mineral Wool & Asbestos Co.,**  
**TORONTO, CANADA.**

Mineral Wool for Insulation of heat, cold and  
sound in private residences, public buildings,  
cold storage, etc.

**MOULDINGS.**

**Adamson Moulding Company,**  
**TORONTO.**

Mouldings, Frames, Bamboo Goods and Fancy  
Goods. Specially low figures offered on all  
mouldings in the white for export trade.  
Cable Address, "Manwil."

**OIL CLOTHS.**

**The Dominion Oil Cloth Co., Limited,**  
**MONTREAL.**

Manufacturers of Oil Cloths of every descrip-  
tion. Floor Oil Cloth, Table Oil Cloth,  
Carriage Oil Cloth, Enamelled Oil Cloth, Stair  
Oil Cloth, etc.

**ORGANS.**

**The Bell Organ & Piano Co., Limited,**  
**GUELPH, ONT.**

Manufacturers of High-Grade Upright Pianos  
and Reed Organs and Automatic Piano and  
Organ Players.

**W. Doherty & Co.,**  
**CLINTON, ONT., CANADA.**

Manufacturers of the only Doherty Organ.  
Foreign Trade Solicited.

**PAINT AND VARNISH MAKERS.**

**A. Ramsay & Son,**  
**MONTREAL.**

Manufacture Paints, Varnishes, etc.;  
Import Glass, Brushes, Artists' Materials,  
Painters' Tools, etc.

**The Sherwin-Williams Co.,**

Cleveland, Chicago, New York,  
Montreal, Boston, Toronto,  
San Francisco, Kansas City, Newark.

Paint and Varnish Makers. The largest paint  
makers in the world.

**PAPER BOXES.**

**Imperial Paper Box Co.,**  
73 Adelaide West, **TORONTO.**

Printers and manufacturers of all kinds of  
Fancy Paper Boxes, Sample Cards, Trays, etc.

Wm. Gardner. Tel. 725. J. G. T. Wilson.

**PAPER.**

**Wm. Barber & Bros.,**  
**GEORGETOWN, ONT.**

Paper-Makers.

**The Toronto Paper Mfg. Co.,**  
**CORNWALL, ONT.**

Makers of Super Book,  
Envelopes and Writing Paper,  
Colored Flats and Linen Ledgers.

**PATENTS.**

**Charles H. Riches,**  
**Canada Life Building, TORONTO.**

Solicitor of Patents, Expert and Counsellor in  
Patent Causes.

Patents, Trade Marks, Copyrights, Design  
Patents procured in Canada and all foreign  
countries.

**Ridout & Maybee,**  
**TORONTO, OTTAWA, WASHINGTON.**

Solicitors of Home and Foreign Patents, Trade  
Marks, Copyrights, Designs.  
Handbook of Patent Law, etc., sent free on  
application.

**PIANOS.**

**The Bell Organ & Piano Co., Limited,**  
**GUELPH, ONT.**

Manufacturers of High-Grade Upright Pianos  
and Reed Organs, and Automatic Piano and  
Organ Players.

**Gerhard Heintzman,**  
69-75 Sherbourne street, **TORONTO.**

Manufacturers of High-Grade Grand and  
Upright Pianofortes.

**PIPE AND BOILER COVERINGS.**

**The Eureka Mineral Wool & Asbestos Co.,**  
**TORONTO, CANADA.**

Coverings for Steam, Hot Water, Hot Air,  
Cold Water, Gas, Brine and Ammonia Pipes,  
Boilers, Heaters, Tanks, etc.

**PRINTING AND PUBLISHING.**

**Douglas Ford,** Telephone 8130.  
18 and 20 Lombard st., **TORONTO, CAN.**

Equipped for anything in Printing.

The Proper kind of Printing (and that's the  
kind we do), really costs nothing. It brings  
business, and more than pays for itself—like a  
Profitable Advertisement.

**The MacLean Publishing Co., Limited,**  
**MONTREAL AND TORONTO.**

Trade Newspaper Publishers.

The Canadian Grocer.  
The Dry Goods Review.  
The Hardware and Metal Merchant.  
The Bookseller and Stationer.  
The Printer and Publisher.

**PULLEYS.**

**Dodge Mfg. Co. of Toronto, Limited,**  
**TORONTO.**

Sole manufacturers of Dodge Patent Wood  
Split Pulleys, with standardized interchange-  
able bushing system, Capacity, 300 pulleys  
per day.

**PUMPING MACHINERY.**

**The Northey Company, Limited,**  
**TORONTO, CAN.**

Manufacturers of Steam and Power Pumps of  
all types and sizes for every duty—marine,  
mine, municipal and general commercial. We  
also manufacture The Northey Gas and Gaso-  
line Engine. Send for new free catalogue with  
specifications.

**RADIATORS.**

**Dominion Radiator Co., Limited,**  
**TORONTO, CANADA.**

Safford Radiators for heating by Hot Water or  
Steam.

Send for Catalogue.

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Manufacturers of All-Wool and Union Flannels, Coat Linings, Tweeds, Serges, etc.



# INDUSTRIAL CANADA

ISSUED BY

The Canadian Manufacturers' Association.

Vol. I.

TORONTO, DECEMBER 20, 1900.

No. 7.

## A STRONG ASSOCIATION.

Montreal Association joins the Canadian Manufacturers' Association. Local Board and Local Secretary Appointed.

**A**N enthusiastic meeting of the Montreal Manufacturers' Association, with Mr. Frank Paul in the chair, was held in the Council Chamber of the Montreal Board of Trade, Friday, December 14, at 3 p.m., and a plan formally adopted which means that henceforth the Canadian Manufacturers' Association will be thoroughly representative of Canadian industries. The Montreal Association was formed some two years ago on a subject of local interest with which it dealt successfully, but since that time has not taken an active part in general questions. The experience as expressed by prominent manufacturers was that a purely local Association is not sufficient. Local questions of interest come up at comparatively rare intervals and are not generally of sufficient moment to hold an Association together, and at the same time if the organization is purely local its views on questions of general interest do not carry sufficient weight.

Hence the following motion to form one Association with a local branch for local questions was moved by Mr. J. J. McGill, seconded by Mr. J. A. Pillow, and carried unanimously:

Resolved that thereport of the Executive Committee of the Montreal Manufacturers' Association be received and adopted, and that the Montreal Manufacturers' Association do hereby become a part of the Canadian Manufacturers' Association, with an Executive Committee in Montreal to deal with the subjects of local or municipal interest, and with a resident secretary whose salary shall be paid by the Canadian Manufacturers' Association; this said executive to also form a part of the General Executive Committee of the Canadian Manufacturers' Association, the fees of all members to be paid to the Canadian Manufacturers' Association and disbursements for expenses to be made by the same, and that the fees of the present members of the Montreal Manufacturers' Association be so levied as to pay for membership in the

Association to the close of the General Association Year on August 1.

The following were then elected as the Executive Committee for the Montreal Branch of the Canadian Manufacturers' Association: Frank Paul (chairman), William McMaster, Paul Galibert, J. T. Hagar, George Esplin, W. Hooper, G. W. Sadler, Robert Munro, J. J. McGill, Hon. J. B. Rolland, J. A. Pillow, E. MacDougall, J. Shearer, M. A. Haig Sinis, W. W. Watson, C. R. Whitehead, C. C. Ballantyne, Jas. Davidson, John McFarlane, and Henry Miles; Walter Roach, secretary.

This affiliation means the immediate addition of some 40 names to the membership of the Canadian Manufacturers' Association, and those present expressed the opinion that Montreal was good for at least 100 more members, and that they would now proceed to get them.

Secretary Russell, who was present, briefly spoke of the enthusiasm with which the general Executive received the favorable report of Mr. Ellis and himself, that the Montreal manufacturers were about to give their support to a Dominion organization in the interests of the industries of Canada as a whole. The enthusiasm sprang from the knowledge that, when the manufacturers of the two largest manufacturing cities in the Dominion joined hands, the success of a thoroughly Dominion Association was assured. He further mentioned a few features of the Association work during the past month, relating to the German Treaty question, the representation of Canada at the Australian federation ceremonies, and the adequate display of Canadian goods at the Glasgow Exhibition. Emphasis was laid upon the importance of the concession granted by the Department of Railways and Canals, whereby all proposed changes in rates, classifications and regulations by the railway companies will be first submitted to the Railway Committee of the Association before being approved of by the Governor-in-Council. Attention was also

drawn to the issue of the new Trade Index by the Association and its value in advertising Canadian industries abroad. Discussion took place with reference to the Extra-Provincial Corporations Bill recently passed by the Ontario Legislature, and several members pointed out the injustice of legislation of this character. Any legislation whereby business between the Provinces is taxed by the Provinces themselves was declared to be most harmful in principle. Secretary Russell was therefore asked to bring the matter before the central organization to see if something could not be done to prevent such legislation.

The meeting then broke up, the chairman wishing the Central Association with which they were all now connected, "God speed with its important work."

### QUEBEC MANUFACTURERS.

**A**HURRIED VISIT to the city of Quebec and a call upon our members there brought out the fact that Quebec manufacturers are much interested in the Canadian Manufacturers' Association and the work it is now doing. As Mr. Carrier, of Carrier, Laine & Co., remarked, no organization should have greater influence, for its members are all vitally interested in Cana-

### NOTICES.

- 1.—Regular monthly meeting of Executive Committee, Tuesday, January 8, at 2 p.m., in Council Chamber, Toronto Board of Trade. The first meeting in the new century. Let every member of the committee endeavor to attend. Any member of the Association is cordially invited to be present.
- 2.—Luncheon, prior to the meeting, at Webb's from 1 to 2 p.m.



dian progress, and have their all invested in such a way as to depend for its profitable employment upon the development of Canada as a whole.

He felt, however, that the plan of the Association to establish local branches should be carried still farther, so that members in the various manufacturing centres could have opportunities to meet and discuss various questions and then send in their recommendations to the central organization. In this way, the interests of all the members would be most successfully maintained.

Mr. John Ritchie, the prominent boot and shoe manufacturer, was of the same opinion. Quebec had become the centre of the shoe manufacturing trade and a local association of the trade had been recently formed. He was sure, however, that if some satisfactory arrangement could be made whereby it became affiliated with the central Association, and so come into touch with manufacturers in other lines, it would be a great advantage, and would at the same time strengthen the central Association.

The Hon. J. Arthur Paquet, the Quebec manufacturer of gloves, mitts, etc., strongly endorsed the proposal to establish a local branch in Quebec, and expressed his willingness to assist in any way to bring this about. Such a local branch need not be run on expensive lines, else the Association would break up in local bodies with no central organization, and so defeat its aim. As much work as possible should be done through the central office, but a local board with a chairman and honorary secretary would form an admirable connecting link between the individual members and the central Executive.

Mr. George Amyot believed that the formation of a local branch would be of great service. At the same time he expressed himself as strongly opposed to the system of preferential tariff in favor of Great Britain, and regretted that the Association had not declared against it.

These cordial expressions of opinion by leading manufacturers at a distance from the central office indicate that the work that the Association is now carrying out merits the support of manufacturers generally. Their desire to have a local organization is most commendable, for such local branches, if properly organized, should not only be of value for local questions, but be of the greatest value and assistance to the general Executive, in bringing to its attention matters of interest in various localities. The Quebec manufacturers will, therefore, await with interest an outline of some plan by the central Executive whereby they may become affiliated in this way.

## GROWTH IN MEMBERSHIP.

THE following applications for membership in the Association were received and accepted during the past month. They comprise in all some 37 different firms and mark a splendid increase in the strength and importance of the Association. They were proposed for membership by the following members :

J. O. Thorn.....	23
P. W. Ellis.....	3
W. K. George.....	2
W. K. McNaught.....	2
C. H. Riches.....	2
C. C. Ballantyne.....	1
R. W. Elliott.....	1
R. E. Menzie.....	1
Jas. P. Murray.....	1
Thos. Roden.....	1
	37

The Geo. E. Martin Co., pork packers, Esplanade, foot of Princess street.

Archibald Campbell, flour, Toronto Junction.

Richard Roschman & Bro., ivory, pearl and horn buttons, Waterloo, Ont.

John Labatt, ale, stout, porter and malt, London, Ont.

The W. J. Gage & Co., Limited, stationers, publishers and wholesale books, Toronto.

Meakins & Sons, brush manufacturers, Hamilton.

Stratford Bridge and Iron Works Co., steel highway bridges, steel windmills, grinders, etc., Stratford, Ont.

General Engineering Co. of Ontario, Limited, Toronto, National Trust Bldg.

Hutchison, Shurly & Derrett, cotton, jute, hemp and flax twine, Toronto.

W. Bohne & Co., pianoforte hammers, 89-91 Niagara street.

Bernard Cairns, manufacturer of rubber and steel stamps, stencils, etc., 10 King street West.

R. J. Score, Toronto, manufacturers of men's clothing.

British-American Bank Note Co., lithographers, Montreal.

The Prince Piano Co., high-grade pianos, 551 Queen street West.

A. Muirhead, paints and varnishes, 82 Bay street, Toronto.

Canadian Motors, Limited, 710 Yonge street Toronto.

Taylor, Scott & Co., brooms, brushes and woodenware, 112 Bay street, Toronto.

Canadian Kodak Co., Limited, photographic supplies, 41 Colborne street, Toronto.

American Chicle Co., manufacturers of staple brands of chewing gum, 5-9 Defries street, Toronto.

Littlejohn & Vaughan, electrotypers, 17 Temperance street.

J. H. Still Manufacturing Co., Limited, handles, neck yokes, whiffletrees, cant hooks, hay rakes, horse rakes, hockey sticks, etc., St. Thomas, Ont.

The Nasmiths Co., Limited, cor. Jarvis and Adelaide streets, bread, cakes, confectionery and ice cream.

Chas. W. Mack, rubber and steel stamps, stencils, seals, etc., 11-13 King street West, Toronto.

The Griffiths & Macpherson Co., Limited, proprietary medicines, 121 Church street, Toronto.

Wm. Sutton Compound Co., Limited, general machinery, engineers' supplies, boiler compound, 186 Queen street East.

The Electrical Construction Co. of London, Limited, London, electrical machinery, etc.

The Perrin Plow Co. of Smith's Falls, Limited, plows, harrows, and cultivators, etc., Smith's Falls.

The Hall Mining and Smelting Co., Limited, lead bullion, copper matte, copper bullion.

Herelle's Chocolate Works, chocolates and cocoas of all kinds, Longueuil, Montreal, P.Q.

S. T. Willett, flannels, tweeds, ladies' dress goods and all kinds of military goods, Chambly Canton, Que.

The Star Iron Company, Limited, hot water furnaces, cast iron fittings, cast iron sinks, boiler stands, etc., 593 Craig street, Montreal.

Fox-Piper Invalid Bed Co., 33 Richmond street east, Toronto, invalid beds.

The Canadian Gunagathon Co., Limited, manufacturers of proprietary medicines, Temple building, city.

The Steinberger, Hendry Co., Limited, Toronto, map publishing, school furnishings.

Barchard & Co., Limited, 151 Duke street, Toronto, wooden boxes.

The J. Coulter Co., Limited, 130 King street west, jewelry cases.

Thos. M. Morgan, portland cement, Longue Point, Que.

## OUR ANNUAL MEETING.

MONTREAL WANTS IT HELD THERE.

Montreal manufacturers signified the interest with which they have taken up membership in the Canadian Manufacturers' Association by unanimously passing the following motion at their meeting on Friday, December 14 : Moved by Mr. C. C. Ballantyne, seconded by Hon. J. B. Rolland, "That it is the unanimous wish of this meeting of the Montreal manufacturers that the next annual meeting of the Canadian Manufacturers' Association should be held in the city of Montreal."

Several members, in speaking to this motion, expressed the hope that the central Association would accept this invitation, as it would greatly assist in interesting Montreal manufacturers in the Association, and in disabusing their minds of the idea that it is a Toronto concern.

Mr. Henry Miles, who attended the last banquet held by the association in Toronto, stated that the Montreal Board of Trade heartily approved of the proposal to hold the manufacturers' convention in Montreal, and the board would assist in making this meeting and the banquet at its close a complete success.

**Every member should take care to see that his goods are properly classified in the new Trade Index.**



# REPORT OF THE PARLIAMENTARY COMMITTEE

On Amendments to the Canadian Patent Act, prepared by Mr. J. E. Maybee.

ON September 28 last, a sub-committee was appointed to draft desirable amendments to the Canadian Patent Act. The members of this committee were Messrs. Thorn, Maybee, Riches, Kilmer and Russell. Four meetings of the sub-committee were held and a report drawn up which was presented by Mr. Thorn, the chairman of the sub-committee, at a meeting of the Parliamentary Committee held on Friday evening, November 9.

With a few slight amendments, the report was adopted and the details of the suggested changes in the Act are annexed to and form a part of this report.

The following were the most important changes suggested:

The Deputy Commissioner of Patents should not necessarily be the Deputy of the Minister of Agriculture (as now required) as the Association has already suggested that a specially qualified person be employed to take charge of the Patent Office and such a person should bear the rank of Deputy Commissioner of Patents.

Very important changes are suggested in section 7. We advocate amending the section so as to avoid the possibility of having a Canadian patent voided through a use of the invention by another party in some other country or by its description in a printed publication which has not reached Canada.

In this, we will follow British precedent.

Of at least equal importance is the change suggested to section 8.

The committee strongly approves the amendment set out in Mr. Fisher's Bill of last session, which struck out that part of the section which limits a Canadian patent to expire on the date of expiration of the first expiring prior foreign patent for the same invention.

Much hardship has been caused Canadian patentees by this proviso, which in 1898 was struck out of the United States statutes. It is felt that a patentee in Canada who tries to protect his invention in foreign countries should not be placed in a worse position than the patentee who leaves his invention absolutely open to the inhabitants of foreign countries and contents himself with only a Canadian patent.

A very radical departure is suggested in regard to patent fees.

Fees are now payable in three instalments of \$20 each, \$20 payable on filing the application, \$20 before the expiration of the first six years of the life of the patent and \$20 before the end of 12 years. This

arrangement is troublesome to all parties and many have lost their patents through carelessness or inadvertence in failing to pay their renewal fees. It is suggested that the filing fee be made \$15 and that a further fee of \$15 be made payable after the allowance of the application. The patent when issued is to remain in force for the full term of 18 years without requiring further attention from the patentee in regard to fees, but, subject, of course, to any other requirements of the Act.

The office revenue would not suffer by this and Acts of Parliament (expensive and troublesome to obtain) would no longer be required to revive forfeited patents.

A complete change is suggested also in regard to the procedure relating to "Interferences," that is in those cases when two or more persons have applied for patents for substantially the same invention and which are pending in the office at the same time. At present the dispute may be settled either by arbitrators or by the Exchequer Court. Arbitration is expensive and uncertain, and it is suggested that interferences be settled by the Patent Office, primarily by an official to be known as the Examiner of Interferences, and, if an appeal is desired, by a Board of Appeal.

This Board of Appeal is to be composed of the Deputy Commissioner and two Examiners and its formation was considered desirable, primarily, as providing a Court of Appeal from the decision of a primary Examiner who may have rejected any or all of the claims of a pending application; the extension of its powers to interference cases naturally followed.

In interference proceedings the Commissioner has full power to make all necessary rules and regulations, but the United States rules of procedure are recommended as a guide.

Section 37 on manufacture and importation was left alone, but the secretary is desired to find out, either from Ottawa or England, what is the cause of the delay in Canada becoming a member of the Berne Convention as to Industrial Property. If the delay is caused by the necessity of changing this section, the committee recommend that circulars should be prepared setting forth any arguments that may be advanced both for and against the changes, and asking the opinion of the members whether, in view of such required changes, Canada should become a member of the Convention.

An important discussion arose over sections 25 and 26, relating to joint ownership of patents. As these sections now

stand no intimation is given that an assignee of any undivided interest in a patent, no matter how small, is entitled to work the invention independently of the other owners and to pocket all the proceeds, unless a special agreement to the contrary is entered into. It is suggested that a clause be added to section 26 notifying the public that an assignment of an interest in a patent creates a tendency-in-common between the joint owners so that assignors will be warned to have special agreements prepared, when assigning, defining the rights of the joint owners.

It is also deemed advisable that a clause should be added to section 26 providing that assignments must be registered within three months of their date of execution.

In section 39 it is advised that the item relating to reissue fees be changed to read "On every application for reissue of a patent after surrender the fee shall be \$20."

Owing to the loose wording of the present item it has been the practice to charge \$4 per year for every unexpired year of the 18-year term, making \$72 if a patent were reissued during the first year of its life.

In section 55 a change was made making it an offence to advertise articles as patented which were not so patented, as some manufacturers have sustained injury to their trade by this particular deception.

The words "for the purpose of deceiving the public" were dropped, as it is deemed the act of falsely marking goods as patented should be sufficient proof of wrong intent.

A number of other changes were suggested, but the above are the most important and for further detailed information the annexed schedule, showing the Act as it stands and also as we have amended it, or have suggested it should be amended, may be consulted:

Section 5, to read: "There shall be a Deputy Commissioner of Patents, and the Governor-in-Council may from time to time appoint such officers and clerks under the Deputy Commissioner as are necessary for the purpose of this Act, and such officers and clerks shall hold office during pleasure."

Section 7, to read: "Any person who has invented any new and useful art, machine, manufacture or composition of matter, or any new and useful improvement in any art, machine, manufacture or composition of matter, or any new and useful improvement in any art, machine, manufacture or composition of matter, **which was not used or described in any printed publication, in Canada**, by any other person before his invention thereof, and which



has not been in public use or on sale, **in Canada**, with the consent or allowance of the inventor thereof for more than one year previous to his application for patent therefor in Canada, may, on a petition to that effect presented to the Commissioner, and on compliance with the other requirements of this Act, obtain a patent granting to such person the exclusive property in such invention."

Section 8—In line 1: Change "person" for "inventor"; in line 2, "any other" for "a foreign"; in line 7, strike out "foreign" and add after "patent" the words "in any other country."

The committee approves of the amendment to this section adopted during the recent session of Parliament, dropping the last clause of the section which reads "and under any circumstance if a foreign patent exists the Canadian patent shall expire at the earliest date on which any foreign patent for the same invention expires."

Section 16—The first clause to read: "The Commissioner on the recommendation of an examiner **shall** object to grant a petition in any of the following cases."

Section 16: "Recommendation is made that an additional clause be added to this section providing that the action of the Commissioner in granting or refusing a patent shall be subject to revision by any court of competent jurisdiction."

Section 16, part e, to read: "When it appears to him that the invention has already been patented in Canada or elsewhere **to another person**, unless the Commissioner has doubts as to whether the patentee or the applicant is the first inventor."

Section 19: This whole clause should be struck out, the policy of appointment of arbitrators being condemned.

In its place substitute: "In case of conflicting applications for any patent, the matter shall be referred for decision to a skilled person in the employ of the Patent Office to be known as the 'Examiner of Interferences.'"

2. "The Examiner of Interferences shall be appointed by the Commissioner to hold office during his pleasure.

3. "An appeal may be taken from the decision of the Examiner of Interferences to the Board of Appeal, provided same be entered within six months from the date of the decision of the Examiner of Interferences.

4. "The Commissioner may from time to time frame such rules as he may deem necessary to govern the procedure before the Examiner of Interferences, the taking of the necessary evidence and the procedure on appeal."

It is deemed desirable that the rules of the United States Patent Office relating to interferences be followed in the main, particularly as to the filing of the preliminary statements of the opposing parties.

Section 22, clause 1: Strike out all the words after "18 years" in line 2, beginning

"but at the time of the application." The clause is to read: "The term limit for the duration of every patent of invention issued by the Patent Office shall be 18 years."

Section 22: Clause 2 to be struck out.

Section 22: Clause 3 to be struck out.

In section 23: "Whenever any patent is deemed defective or inoperative by reason of insufficient description or specification, or by reason of the patentee claiming more **or less** than he had a right to claim as new, etc."

Section 23: That a clause be added to this section, providing that the date for application of reissue of a patent shall be limited to two years.

Section 24, Clause 4, to read: "In case of death of the original patentee, or of his having assigned the patent, a like right shall vest in his legal representatives **or assigns** any of whom may make disclaimer."

Section 26: Recommend that the words "and such an assignment shall create a tenancy in common between the joint owners of the patent unless a special agreement to the contrary is entered into between the parties" be added after "in writing" in the third line.

Section 26—line 3: "**Any instrument**", should be "an instrument." Further, an addition should be made to this section providing that an assignment must be recorded within three months after the date of the execution of the assignment.

Section 29: Add in line 2, after the word "patentee," "or his legal representatives," so that it would read, "Every person who, without the consent in writing of the patentee **or his legal representatives**, makes, constructs, etc."

Section 37: In connection with this section, recommendation is made that the secretary ascertain from the Department in Canada or, if necessary, in England, what changes in the present Patent Act are necessary if Canada is to become signatory to the Berne Convention; and then a circular letter should be prepared setting forth briefly both sides of the question, and this should be sent to all members of the Association to ascertain their views as to whether Canada should adopt these changes, and become a party to this convention or not; and, also that we ask the Department not to make any changes in the Patent Act which may be necessary for adherence to the Berne Convention until the views of the manufacturers on the changes proposed can be ascertained.

Section 39—Item I, to read as follows: "The full fee for a patent for 18 years shall be \$30, \$15 of which shall be payable on the filing of the application, and the remaining \$15 within six months after the allowance of the patent."

Strike out the next four items of this section, and amend item No. II of this section to read: "On every application for

reissue of a patent after surrender the fee shall be \$20."

Section 43: Strike out all after the word "Act" in line 3 so that the section will read, "No person shall be exempt from the payment of any fee or charge payable in respect of any services performed for such person under this Act."

Section 46, to read: "Every person, who, before the issue of a patent, has purchased, constructed, or acquired **with the consent or allowance of the inventor** any invention for which a patent is afterwards obtained under this Act, etc."

Section 47 to read: "All specifications, draughts, models, disclaimers, judgments, and other papers except caveats **and pending applications for patents** shall be open to the inspection of the public at the Patent Office under such regulations as are adopted in that behalf."

Section 55—line 17: Drop the words "For the purpose of deceiving the public," so that this clause will read "Who advertises or offers for sale as patented any article not patented in Canada is guilty of a misdemeanor."

The following to be added as a section to the Patent Act: "Every applicant for a patent or for the reissue of a patent, any of the claims of which have been finally rejected by the Examiner in charge of the application, may within six months after the date of such rejection appeal from the decision to a Board of Appeal composed of the Deputy Commissioner of Patents and two Examiners in the employ of the Patent Office to be appointed by him, neither of whom shall be the Examiner whose decision is appealed from."

## VEHICLE INDUSTRY IN EUROPE.

### A REPORT OF GREAT VALUE.

The Association is in receipt of an exceedingly valuable report on the subject above named. It has been issued from the Bureau of Foreign Commerce of the United States, and has been compiled from reports of consular agents in Europe.

The information provided is of a most practical character, and embraces, among other features, the following: The particular localities in each country where the manufacture of wheels is an important industry; the total number and general styles manufactured per annum; the capital represented; the capacity, earnings, and numbers of employes; the names and addresses of leading manufacturers; the character of the industry in 1800, 1850 and 1900; the use of automobiles; openings for United States vehicles, etc. This has been compiled for every country in Europe.

Every carriage, car, bicycle, or automobile manufacturer should read this report.



## SOME ARTICLES IN TRADE JOURNALS

On File at the Office of the Association which may interest you.

- American Commerce with Australia Stimulated by Improved Transport Facilities.—Commerce and Finance, October 1900.
- American Manufacturers Capturing the South-African Markets.—Commerce and Finance, October 1900.
- American Shipbuilding.—Iron Age, November 22, 1900.
- America in the Pacific.—British Empire Review, December 1900.
- Article Club, The.—Commerce, December 5, 1900.
- Austrian Glove Industry, The.—Consular Reports, December 1900.
- Bankruptcy Law.—Iron Age, November 22, 1900.
- Beet Sugar Industry in France.—Consular Reports, December 1900.
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Soft Coal and Smokeless Firing.—Iron Age, December 6, 1900.

South Africa, Industrial Conditions in.—Consular Reports, December 1900.

South Africa, American Railway Material in.—Commerce and Finance, October 1900.

Speculation in Grain, Working of the German Law Against.—Consular Reports, December 1900.

Standardizing in England.—Iron Age, November 29, 1900.

Statistics, Comparableness of International Commercial.—Commerce and Finance, October 1900.

Sweden, Industries of in 1899.—Chamber of Commerce, October 1900.

Switzerland, What Switzerland Ships to South Africa.—British and South African Export Gazette, November 1900.

Technical Education for Ambitious Mechanics.—Iron Age, December 13, 1900.

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Typesetting Machines in Europe.—Consular Reports, December 1900.

Ventilation in Textile Mills.—Canadian Journal of Fabrics, November 1900.

Venezuela, Tariff Decrees in.—Consular Reports, December 1900.

Wages, Trend of, since 1891.—Bulletin of Department of Labor, September 1900.

Zululand: Its Resources and Railways.—British and South African Export Gazette, November 2, 1900.

## INDUSTRIAL EXHIBITION.

### SPECIAL MEETING OF THE EXECUTIVE COMMITTEE.

A SPECIAL meeting of the Executive Committee was held in the council chamber, Toronto Board of Trade, Thursday, November 22 at 2 p.m.

Mr. P. W. Ellis was in the chair. Others present were: Messrs. Geo. Booth, J. O. Thorn, C. H. Riches, W. K. McNaught, E. G. Gooderham, Frank Stanley, J. E. Maybee, Jno. Cowan, Thos. Roden, W. J. McMurtry and J. F. Ellis

Mr. McNaught then presented the report of the Industrial Exhibition Committee, announcing the fact that the Board of Directors of the Exhibition had agreed to increase the representation of this Association by seven members, thus bringing the representation of the manufacturers up to 12, all of whom shall be selected by the Association as follows:

Four to represent miscellaneous manufacturers and agricultural implements.

Two to represent machinery.

Two to represent transportation.

Two to represent heating apparatus.

Two for musical instruments.

Moved by Mr. McNaught, seconded by Mr. J. O. Thorn, that the report be adopted. Carried.

Moved by Mr. J. O. Thorn, seconded by Mr. E. G. Gooderham:

Whereas the mover, in a letter dated August 13, 1900, drew the attention of the Executive Committee to the fact that the Canadian Manufacturers' Association was very inadequately represented in the Industrial Exhibition, and suggested that application be made for additional representation,

And whereas: Mr. W. K. McNaught and Mr. George Booth, our representatives on the Board of Directors of the Exhibition, undertook to apply for, and, if possible, obtain for this Association increased representation,

And whereas: We understand that the Directors of the Exhibition have decided to

recommend to the annual meeting of the Exhibition Association, which will be held in February next, that the Canadian Manufacturers' Association be given seven (7) additional representatives,

Therefore be it resolved: That the secretary be and is hereby instructed to forward a letter to the President and Directors of the Exhibition Association expressing our thanks and appreciation of their action in this matter,

And be it further resolved: That the hearty thanks of this meeting be tendered to Messrs. W. K. McNaught and George Booth for the work they have done in the interests of this Association in connection with procuring for us increased representation in the Exhibition Association.—Carried.

The chairman then drew attention to the motion at the previous meeting proposed by Mr. Fetherstonhaugh re the Toronto Electoral District Society.

Mr. Thorn asked that this resolution be withdrawn, and submitted the following, seconded by Mr. McNaught.

Whereas: Under instruction from this Committee the secretary prepared and submitted at the last meeting an exhaustive and detailed statement showing the composition of the Industrial Exhibition Association and its connection with the Toronto Electoral District Society,

And whereas: Such report states that the Toronto Electoral District Society, as at present constituted, is not entitled to such a large representation as it now has (namely, 12 members) in the Exhibition Association,

And whereas: Increased representation in the Exhibition Association is about to be given to the Canadian Manufacturers' Association, the Board of Trade, and other organizations,

Be it resolved: That under the existing circumstances it is not considered desirable that this Association should take any action at present towards bringing about a

decrease in the representation now enjoyed by the Toronto Electoral District Society.

After discussion by Messrs. Roden and Riches the motion carried.

Mr. Riches presented the report of the Parliamentary Committee, outlining work in connection with the Assessment Commission, the Patent Act, the Smoke Consumer by-law and city inspection of elevators, and called upon Mr. Maybee to present a special report dealing with suggested improvements to the Patent Act.

The report was adopted.

Resolved that the chairman of the Parliamentary Committee (Mr. C. H. Riches), the president (Mr. P. W. Ellis), Mr. J. K. Osborne, Mr. A. E. Kemp, the secretary (Mr. T. A. Russell), and Mr. J. O. Thorn be a special committee to deal with the matter of the smoke consumer by-law now before the city council, and that the council of the Board of Trade be requested to authorize this committee, who, with one exception, are members of the Board of Trade, to act on its behalf, together with Mr. E. A. Wills, secretary of the Board of Trade.—Carried.

In the assessment matter Mr. Ellis suggested that Mr. Thomson be consulted in the preparation of our memorial for presentation to the Government.

Mr. Riches moved, seconded by Mr. Ellis, that Messrs. McNaught, Richard Brown, and J. F. Ellis be added to the Parliamentary Committee, for the purpose of considering the Assessment Act, and that all members of the Executive feel free to attend this meeting of the Parliamentary Committee.—Carried.

Resolved that the president, secretary, and J. F. Ellis should be a committee to select a strong committee to take up the question of insolvency legislation.

Eleven applications for membership were received and accepted, the names appearing in another column.

Moved by Mr. Thorn, seconded by Mr. Riches, that the secretary's report on the Toronto Industrial Exhibition and the Toronto Electoral District Society, which was received at last meeting, be received and adopted.—Carried.

The meeting then adjourned.



## FREIGHT AND FOREIGN TRADE.

ARE OUR RAILWAYS DOING THEIR DUTY  
TO CANADIAN SHIPPERS?

THE following letter received by the secretary of the Association from Mr. de Schryver, who was for some months in Canada completing arrangements for the representation of some of our important manufacturing concerns in the Australian market, throws some light on the transportation problem and its importance to Canadian shippers.

Canada is just now beginning to look forward to an export trade in a number of new lines, and our manufacturers are learning that export trade has to be done on a very narrow margin where the competition of the whole world is to be found. Consequently, any excessive charge for transportation acts as a damper on the possibility of Canada's foreign commerce.

The following letter is not a theoretical analysis of the problem of transportation, but presents the practical business view of one who has been in our midst, and who has experienced the greatest difficulty in getting forward to Australia not a large cargo of goods, but merely a consignment of samples from which much future traffic was to be secured:

T. A. Russell, Esq., Secretary Canadian Manufacturers' Association, Toronto.

Dear Sir,—It is known to you that I secured a number of agencies of Canadian manufacturers for Australia. In order to be on the spot in time I decided to take some of the samples with me as personal luggage, it being impossible to ship them as freight goods, as all available space had been taken up.

I never dreamt, however, that I would have so much trouble and so much expense in carrying out my intention. I naturally thought that there would not be the slightest hesitation on the part of the C.P.R. to take those samples as excess luggage. I first went to the freight department and was informed that such goods had to be packed in trunks, but was finally advised to call on the Dominion Express Co. There I was told that the freight would be something like \$13.50 per 100 pounds. Mr. Walsh, the manager, told me it would be better to see Mr. Notman about this matter. Accordingly, I went to the office at King and Yonge streets. I asked for Mr. Notman, but could not see him. A gentleman in the office, however, heard my story and told me that Mr. Notman could do nothing in the matter, and I had better see the baggagemaster about it. I went back to the Union Depot where I had some conversation with the baggagemaster, who seemed to be the only person who had a decided opinion about the case in hand. He stated that:

1st. Excess luggage has to be put up in trunks.

2nd. That he could not accept any samples as excessive luggage provided I was a member of the Commercial Travellers' Association.

3rd. That only Mr. Notman could instruct him to do otherwise!

The result was that I went back to the Dominion Express and arranged with them for three trunks at \$10.25 per 100 lb., or, in total, \$62.30. I paid for excess luggage \$25.30, or a grand total of \$87.60 for about 850 lb.

If the C.P.R. thinks to promote trade in this manner it is badly mistaken, and there certainly will be a cry out on the other side.

All the samples I took out will bring some business and probably the bulk of the goods sold would be transported over the C.P.R. lines. Taking this into consideration the position the C.P.R. takes up towards travellers and their samples is, to say the least of it, incomprehensible.

It also would be a good thing if the company had a bureau of information which would make it unnecessary to send people from Pontius to Pilatus.

I thought this matter important enough to bring it under the notice of your influential Association. Perhaps, if you lay the matter before the competent parties of the C.P.R. some change may be the outcome.

Thanking you before hand,

I remain, yours sincerely,

(Signed) TH. DE SCHRYVER,  
Zoeller, de Schryver & Co.

### THE REGULAR MEETING OF THE EXECUTIVE COMMITTEE.

The regular meeting of the Executive Committee was held in the Council Chamber, Board of Trade, Tuesday, December 11, at 2 p.m.

Mr. P. W. Ellis was in the chair.

Others present were: Messrs. Geo. Booth, J. P. Murray, W. K. George, S. M. Wickett, J. R. Barber, E. G. Gooderham, C. H. Riches, Sidney Jones, W. J. McMurtry, J. O. Thorn, Geo. E. Evans, C. R. H. Warnock, Thos. Roden, A. W. Allen, Andrew Gunn, W. K. McNaught, J. F. Wildman, F. B. Fetherstonhaugh.

A communication was read from the Bell Organ & Piano Co. drawing attention to the need of action on the part of our Government to secure a favorable preferential tariff in Australia for Canadian goods.

In this connection Mr. McNaught moved, seconded by Mr. J. R. Barber, a resolution endorsing any action of the Government to

be represented at the Australian ceremonies, and also a second resolution bearing on the possibility of securing a preferential tariff in Australia. These two resolutions appear in another column.

A letter from Mr. A. W. Allen, of the Allen Manufacturing Co., suggested the advisability of taking up the question of a municipal telephone system in Toronto.

Resolved, however, that the Association should not deal with this local matter, but a suggestion was made that as soon as possible a local committee should be formed of the Association to deal with local subjects.

A letter was received from Mr. H. M. Murray, Canadian Government representative at Glasgow.

From Hon. Sydney Fisher, Minister of Agriculture, referring to Canada's exhibit at the Glasgow Exhibition.

Mr. Thorn moved, seconded by Mr. Booth, a resolution which appears in a separate article in another column on the Glasgow Exhibition. The motion carried.

The president then announced the appointment of the following committee to take up the question of insolvency, giving it power to add to its numbers: Messrs. R. Harmer, W. K. George, Geo. H. Kilmer, C. H. Riches, P. H. Burton, Geo. E. Martin, J. F. Ellis, Geo. Anderson, W. J. Gundy, A. E. Kemp and D. W. Karn.

In the absence of the chairman of the Railway and Transportation Committee the report was submitted by the secretary.

The report was adopted.

The report of the Reception Committee was presented by Mr. Thos. Roden, who moved its adoption, seconded by Mr. Warnock.—Carried.

Mr. Riches presented the report of the Parliamentary Committee, and moved its adoption, seconded by Mr. George.—Carried.

The applications for membership in the Association were then received and passed, the names appearing in another column.

Moved by Mr. Riches, seconded by Mr. McMurtry, that the Membership Committee be instructed to look into the definition of membership, and define clearly who are eligible for membership in the Association.—Carried.

The secretary presented his report dealing with the basis of agreement with the Montreal manufacturers with reference to the issue of the next Trade Index, re the procuring of information as to the standing of firms, and the work being done by the Committee on Technical Education.

The report was adopted.

Mr. Murray drew attention to the resolution being passed by the Toronto Board of Trade and the Montreal Board of Trade, with reference to trade with Germany, and moved the resolution which is given in an article dealing with this special subject. The resolution carried.

The meeting then adjourned.



# ONTARIO ASSESSMENT COMMISSION.

Important Work of the Parliamentary Committee.

THE Parliamentary Committee of the Association has devoted itself to some of the most difficult and important subjects bearing on manufacturing.

In the previous issue outline was given of the suggested improvements in the working of the Patent Office in order to render it more useful to manufacturers. These recommendations are now being considered by the Department of Agriculture.

In another column also is given an outline of proposed changes to the Patent Act itself, which have been recommended after a careful and painstaking investigation of the Patent Act in relation to the industrial development of Canada.

The report of the chairman outlines still further work for the committee. The securing of an adequate Insolvency Act during the coming session is on the agenda paper, and the chairman has had collected reports of the work of the different other commercial organizations in Canada along this line.

The Toronto City Council were contemplating the passage of a by-law for the inspection of elevators, the expense of such inspection to be borne by the parties whose elevators were inspected.

A protest against the application of this by-law to manufacturers was entered, as the elevators of manufacturers are now inspected under the Provincial Factories Act, and so need not be subjected to a second inspection by a municipal officer.

A sub-committee, consisting of the chairman of the committee, the president and secretary of the Association, and Mr. J. O. Thorn, interviewed the Legislative Committee of the City Council and opposed the passing of an unjust by-law to compel manufacturers to use smoke consumers. This matter has, in view of the representations made by the Association, been laid over for further consideration.

In next issue a statement of the position of the Manufacturers' Association on this subject will appear, as it is of importance to manufacturers in Toronto at the present time, and may be of equal importance to those in other cities at any other time.

But perhaps the most important work undertaken by the Association was the treatment of the question of assessment of manufacturers. The Royal Commission appointed by the Ontario Government to investigate the subject for the Province had before it many eminent authorities on the

subject of taxation, and the matter was threshed out with great thoroughness before the Commission.

The Association by two separate letters endeavored to ascertain the feeling of its members on what they believed to be a fair basis of assessment, and also on the question of municipal exemptions.

Based on the replies received to these letters, which were for the most part entirely satisfactory, a memorandum was presented to the Assessment Commission by representatives of the Association.

Mr. P. W. Ellis, president, introduced the deputation, and Mr. D. E. Thomson, of Messrs. Thomson, Henderson & Bell, honorary solicitor of the Association, stated the case for the manufacturers in more detail.

The matter was then discussed by Messrs. A. E. Kemp and Walter Beardmore. Other members present were Messrs. George Booth, J. O. Thorn, C. H. Riches and W. K. George.

Following is the memorandum submitted by the Association:

The Canadian Manufacturers' Association includes in its membership leading representative concerns engaged in every line of manufacture and situated in every part of the Province of Ontario, and has taken the trouble to ascertain the views of such members upon the important subjects engaging the consideration of your Honorable Body so far as the same specially affect manufacturers.

As was to be expected there is considerable

## DIVERGENCE OF OPINION

on some of the points involved. The Association, however, presents in this memorial only the points on which there is substantial unanimity among its members.

It will be understood that the views presented are not those of men having any favorite theory to advance or advocate, but are the views of an Association the prosperity of whose members is dependent on the progress of the Province, and whose interests are therefore best served by an equitable and simple system of assessment and taxation.

1. In the first place, it is practically the unanimous expression of manufacturers that the present system of assessment of personality is unfair and unjust, and that its enforcement would be destructive to the interests of the Province.

Your Honorable Body has been addressed by so many other interests on this point that the Association deems it unnecessary to go into the arguments in detail, contenting itself with giving its full endorsement to the views on this subject already presented from other quarters and adding a few considerations growing out of the practical experience of its members.

## THE TAX ON MANUFACTURERS.

The theory of the present law, apparently, is that all capital invested in manufacturing should, for municipal purposes, be taxed, and taxed not like many other investments, on its income or profits, but on the principal. This would mean, roughly speaking, that those using their capital in manufacturing must pay a municipal tax equal to 2 per cent. thereof each year. Manufacturing business in this Province could not possibly bear such a burden, and the enforcement of such a law would drive outside the limits of the Province such factories as could be moved, and would absolutely extinguish a large proportion of those remaining.

## INDUSTRIAL PROGRESS

has been possible only by the connivance of municipal officials in the systematic violation of the law. Such a state of things lowers public morality, puts a premium on dishonesty and favoritism, and clothes municipal officials with a discretion and imposes upon them a responsibility never intended by the law, and which cannot be justified on any sound principle.

This state of things is specially

INJURIOUS TO MANUFACTURING INTERESTS, because it discourages the investment of capital in such enterprise where the toll to be taken for municipal purposes in effect depends on the individual opinion—possibly upon the caprice—of the person occupying, for the time being, the position of assessor of the municipality, and because, in most lines, the manufacturer has to compete with goods produced outside the Province by concerns who not only contribute practically nothing to municipal taxation in Ontario, but who are, for the most part, entirely free from any taxation of personality where the manufacturing is done.

## A BUSINESS TAX URGED.

2. Should it be the view of your Honorable Body that the municipal requirements in this Province are such as to necessitate additional sources of taxation besides real estate, the Association submits that a business tax based upon rental values as deter-



mined by assessment is in every way preferable to the existing system. It could not be evaded, admits of no falsification or fraud, and involves no inquisitorial inquiry into the affairs of any business concern.

Such a tax, if imposed, should, in the view of the Association, be obligatory on all municipalities so as to secure uniformity.

#### THE RETAILERS' INTEREST.

It has sometimes been urged that such a tax would bear more heavily on the retailer than on the manufacturer and wholesaler. That is a detail which might require consideration on the part of those who frame a new law, but it is to be observed that the competition of the retailer comes for the most part from retailers in the same municipality and they would at least be on equality as between each other. The competition of the manufacturer, on the other hand, comes not only from other parts of the Province but from points outside the Province by manufacturers who have no such burden of municipal taxation imposed on them as the law of this Province imposes.

It should also be noted that the retailer, for the most part, does his business and

#### EARNS HIS PROFITS

in and from the municipality. The manufacturer, on the other hand, usually does his business and makes his profits from a larger area and gathers business into the municipality which is benefited thereby in many ways.

The only other point with reference to which the Association finds it necessary to address your Honorable Body has relation to municipal exemptions to manufacturing industries. It will be clear on consideration that the

#### REPEAL OF THE PRESENT ONEROUS LAW

of personalty assessment would tend to greatly minimize the importance of exemptions and bonuses. They owe their existence partly, at least, to the necessity for mitigation of the hardship involved in taxing personalty.

Referring, however, to the present conditions, the members of the Association are practically unanimous in urging that the municipalities should retain power to grant exemptions to industrial concerns, but with equal unanimity they object to the provisions of the present law requiring the assent of a certain proportion of voters qualified to vote in the municipality, instead of a certain proportion of those actually voting, for the reason that the present statute makes the granting of exemptions feasible in small municipalities while it is impossible in larger ones.

The Association strongly urges that the law should be so framed that not only in theory, but in practice, it shall be equally applicable to all municipalities, thereby securing uniformity.

### NEW BOOKS RECEIVED DURING THE MONTH.

American Trade Index (English and French).  
British Consular Report—Germany.  
British Consular Report—Mexico.  
British Consular Report—Switzerland.  
British Consular Report—United States.  
British Consular Report—Uruguay.  
Chicago—Report of Department of Health.  
Convocation Address, by the President of University of Toronto, James Loudon, LL.D., October 1, 1900.  
Dominion Experimental Farm Report.  
Exports declared for the United States, Returns from Consular Districts for quarter ending June 30, 1900.  
(Government Printing Office—Washington.)  
Ordinances of the City of Boston.  
Pan-American Exposition Pamphlets.  
Pan-American Magazine.  
Reports from Consular Officers in answer to a circular from the Department of State—Issued from the Bureau of Foreign Commerce. (Department of State, Washington.)  
Report of Inspector of Insurance, Province of Ontario.  
Report of Loan Companies and Building Societies, 1899.  
Technical Education, Report on, by Bernard McEvoy.  
Technical Education, Report on, by John Millar, B.A.  
University of California (Report of President).  
University of California (Calendar).  
University of Wisconsin (School of Commerce).  
University of Buffalo (Dental School).  
Vehicle Industry in Europe. Vol. XXI. Part 2.  
Weights and Measures and Foreign Moneys.  
World's Commerce.

### CEMENT.

**SOUTH AFRICA.**—No country is a better customer for cement than South Africa. All public buildings, warehouses, stores and residences are built of brick, cemented on the outside. No wood or "frame" houses are seen. The expert Malays (the masons in this country), are adepts in producing very pleasing effects with cement in the outside finish of buildings.

Of the cement imports for 1899, amounting to 126,672,875 lb., Belgium furnished 18,423,628 lb.; Germany, 7,448,395 lb.; other countries, 605 lb., and the United Kingdom the balance. During 1900 the imports of cement from Germany have been increasing rapidly, as it has been found that German cement is equally as good as the best English Portland, and can be bought at 1s. (24 cents) per barrel cheaper. Belgian cement is good, and sells at 18d. (36 cents) cheaper than the English. When I left the United States our manufacturers of cement were producing an article which was proved by tests to be as good as the

English, and that cement ought to find a large market here. While the United States, at the present time, would be hampered on account of the excessive steamship rates to this country, which would prevent competition with the German and Belgian cements, yet, I am convinced, with equal rates, the United States cement could find a market here in large quantities. Cement of the desired quality will never be manufactured here, as the ingredients do not exist.—United States Consul-General at Cape Town.

### A GOOD OPPORTUNITY.

Following is a letter received by the secretary of the Association:

Dear Sir,—The following is an extract from a letter dated November 15, and written from Maritzburg, S.A., by my brother, who evidently is anxious to see Canada as largely represented in the race for business as other nations:

"Any manufacturer in Canada you know of that will send me their catalogue, price-lists, and discount sheets, I will compare same on their behalf with similar goods now in this market, and advise them of the possibility of doing business in South Africa.

"Address, Jos. W. Taylor, Box 19, Point Durban, Natal, S.A."

Yours, very truly,

The Dominion Radiator Co., Limited,  
(Sgd.) JNO. M. TAYLOR.

### TOO SLOW.

Winnipeg handlers of oatmeal say that Ontario millers are altogether too slow to make it satisfactory to do business with them. Ontario meal has lately been quoted slightly lower than the United States article, but the delay in receiving shipments from Ontario is such that the preference is given to United States millers. Shipments come to hand from the United States mills in from three to five days, while Ontario shippers often hold orders many days before the shipment is made. In one case recently mentioned the meal was not shipped until a month after the order was given. This leads handlers of meal here to place many orders south, although they might be able to do a little better as regards price in the east. The Ontario millers are also charged with being penurious in not answering telegrams of inquiry in regard to quotations or dates of shipment. Replies by mail have come to hand several days later when an immediate reply by wire was wanted.—The Commercial, November 24, 1900.

### SOUTH-AFRICAN TRADE IN OCTOBER.

Anglo-South-African business continues to make further progress in settling itself into the former grooves, and, although the anticipated boom still delays its advent, a steady flow of orders in most departments has been experienced.—The British and South African Export Gazette, November 2, 1900.



## THE RAILWAY PROBLEM.

### IMPORTANT CONCESSION TO THE MANUFACTURERS' ASSOCIATION.

FOR some time past the Railway and Transportation Committee of the Canadian Manufacturers' Association has been giving special attention to the question of railway rates and to the possibility of securing better treatment from our railway companies.

The difficulty experienced has been, however, that whenever the railways decide upon any change in rates or classifications, which may bear hard upon the manufacturing and shipping industries, they are placed before the Governor-in-Council, who, of course, is not in a position to have facts before him as to the possible effect of the proposed change, and, consequently, have to ratify these with practically no information before them as to their probable effect.

The Association has approached the railway companies asking that it should be notified of proposed changes in rates and classifications so that it might have an opportunity of expressing its opinions on these before they were submitted to the Governor-in-Council.

The request was, however, refused by the railway companies, and so the matter was carried to the Department of Railways and Canals and there most satisfactorily received, as the following extract from a letter received from the Department of Railways and Canals at Ottawa will show:

"Referring to your communication of November 9, by which, on behalf of the Canadian Manufacturers' Association, you intimate its desire that before ratification by the Governor-in-Council of any changes in railway rates, regulations and classifications, the Railway and Transportation Committee of the said Association might be afforded an opportunity of considering the proposed changes, I am, by direction, to inform you that, before any changes are submitted for ratification, the views of the committee will be obtained regarding them."

This is one of the most important concessions that has yet been got by the Association. The question of handling railway rates is one of exceeding difficulty, and the different localities in which different manufacturers are situated have in many cases conflicting interests.

This will, however, permit the Association to place before the Governor-in-Council its views on any important change that is being contemplated.

Whenever any change is now proposed for ratification, before that ratification is given, the committee of the Manufacturers' Association will have an opportunity of setting forward its views, and the Governor-in-Council will then be able to arrive at a fair decision, having the views of both parties before him.

Our members will appreciate this concession and also the courtesy of the Department of Railways and Canals in honoring the Association by such a recognition of its position as representative of the manufacturers and shippers of Canada.

### THE GERMAN TREATY QUESTION.

DURING the past month considerable attention has been given to the discussion of Canada's position with relation to the treaty now pending between Great Britain and Germany. Canada is very vitally interested in the treaty to be drawn up, for her products have been practically excluded from the German market.

The reason for this harsh action on the part of the German Government is due to the fact that Canada has given a preference to British goods, and in so far as this preference is effective it discriminates against German manufactures. Consequently, the German Government has imposed very excessive duties upon Canadian products entering that market. The result has been the practical extinction of a valuable trade with Germany in grain and other products.

The Montreal Board of Trade and the Toronto Board of Trade, after discussing this matter, passed resolutions expressing their feeling of injustice at the way in which Canada was treated, and asking the Government to take measures to have this position of affairs rectified in the new treaty now being negotiated between Great Britain and Germany.

The Canadian Manufacturers' Association discussed this subject at its regular monthly meeting, and passed the following resolution:

Whereas: The subject of closer trade relations between Great Britain and Germany is now under negotiation;

And whereas: Resolutions are now being forwarded to the Government of the Dominion of Canada asking that measures be taken to secure the entrance of Canadian products into Germany under the terms of the most favored nations treaty;

Be it resolved: That this Association, while desirous of having secured for Canadian produce an entrance into German markets upon the most favorable terms, places itself on record as being opposed to any concession being given to German manufactures entering Canada in order to secure such favorable terms for exported Canadian articles;

And be it further resolved: That this Association would view with the most serious alarm any action tending to extend to Germany any of the privileges of the Canadian preferential tariff which now gives advantage to British goods.

This resolution heartily endorses the resolution of the Toronto Board of Trade

and the Montreal Board of Trade, and trusts that the Government will be able to do something to secure a more favorable entrance for Canadian goods into Germany.

At the same time it states what is believed to be a most important position, namely, that in order to secure such favorable treatment from Germany no tariff reductions should be made on German manufactured goods coming into Canada. It further takes the position that it would view with the most serious alarm any action tending to extend the preference to German goods.

From this it is clear that there is no conflict between the resolutions presented by the Board of Trade and the Canadian Manufacturers' Association, but the Manufacturers' Association, representing the enormous vested interests of men who have established industries in this country which depend for successful management upon stable and favorable tariff conditions, felt that it was necessary to place themselves on record as regards what measures should not be taken to secure favorable treatment from Germany.

The resolution of the Association was presented to the Right Honorable Sir Wilfrid Laurier at the National Club on the same day, and in discussing it Sir Wilfrid stated that he sympathized very deeply with the resolutions just presented by Mr. Baird, of the Toronto Board of Trade, and assured him that anything that could be done to secure favorable entrance for Canadian goods would be carried out by his Government.

At the same time, practical assurance was given that the position of no existing industry in Canada would be endangered by any action of the Government. He further expressed the hope that, before framing the treaty, Canada would be given permission to say whether or not she would accept such clauses as applied to herself.

There seems to be little reason for the discriminating tariff which Germany has imposed upon Canadian goods. The duty charged on German goods entering the United States is, in most cases, double that charged on German goods entering Canada, and there is insufficient ground for placing Canada under the disadvantage which has been done, because a trade preference has been given to the Mother Country.

So far as outside countries are concerned, any trade preference extended between the Mother Country and her colonies, or between the colonies themselves, must be considered as something entirely different from the preference extended to foreign countries, and the colonies of Great Britain should be able to arrange such trade preferences as they deem expedient between themselves without being considered as violating the favored nations clause. Canada and Great Britain should merely be regarded in this matter as parts of one great commercial Empire.



# INDUSTRIAL EXHIBITION.

## SUGGESTED PLAN OF REORGANIZATION.

Toronto, December 23, 1900.

The Secretary, Canadian Manufacturers' Association, 601 Board of Trade Building, City.

### RE INDUSTRIAL EXHIBITION.

Dear Sir,—I notice that you published in the November issue of *INDUSTRIAL CANADA* the letter that Mr. McNaught addressed to Dr. Smith, president of the Industrial Exhibition Association, containing suggestions as to the improvement of the Exhibition.

I enclose a memo. containing the suggestions that I made on that occasion, and I shall feel greatly obliged if you can arrange to publish them, together with this letter, in the next issue of *INDUSTRIAL CANADA*.

Yours truly,

J. O. THORN.

### SUGGESTIONS MADE BY J. O. THORN, RE INDUSTRIAL EXHIBITION.

**MAIN BUILDING.**—Remove tower, repair roof and other parts of building that require it, paint inside and outside. Use for exhibit of vehicles, such as carriages, cutters, etc. Upper flats might be used for departmental store and merchants' exhibits.

**PULL DOWN.**—Barber shop and rough board building adjoining it. Also Fleischman building, Dominion Organ and Piano Co.'s building, Rice Lewis' building, telegraph building, natural history building, and small building near machinery hall. Pull down carriage building extension, and use building for wagon and sleigh exhibit. Repair roof, add skylights and ventilators, repaint building on the outside. Pull down bicycle building extensions, also stove building extensions, and use building for lunch counters.

**MACHINERY HALL.**—Concrete boiler-room floor and put ventilators in roof, also in roof of machinery hall. Allow nothing but machinery to be exhibited in machinery hall, and instal a traveling crane for the purpose of unloading and moving heavy machinery.

**AGRICULTURAL IMPLEMENT BUILDING.**—Whitewash the inside of this building, repair tereof and cavetroughs and paint the outside of building.

**LADIES' PARLORS.**—Remodel inside. Paint inside and out.

**POULTRY BUILDING.**—Enlarge this building.

**PRESS BUILDING.**—Paint inside and outside of this building.

**AGRICULTURAL BUILDINGS.**—Present building combined with bicycle building is sufficient.

**MUSIC BUILDING.**—Make necessary alterations to, and use this building for exhibits of ladies' and children's work.

**FRUIT BUILDING.**—Enlarge this building.

**DOG BUILDING.**—Have this building properly ventilated and whitewashed inside.

**SHEEP BUILDINGS.**—These buildings require proper ventilation.

**GURNEY BUILDING.**—Purchase and use Gurney-Tilden building for post office, telephone, telegraph, and Customs.

**ADMINISTRATION BUILDING.**—The post office and Customs being removed to the Gurney-Tilden building, no new administration building is necessary.

**NEW BUILDINGS.**—Erect a new musical instrument building, natural history building, fine arts building, dairy building, horticultural building, and manufacturers' buildings.

**EXHIBITORS' BUILDINGS.**—Sufficient and satisfactory accommodation being provided for exhibitors, no private building should be allowed on the grounds, except, perhaps, one building for the C.P.R. and also one for the G.T.R., providing they desire to erect one.

**LAVATORIES.**—Erect in the central part of the grounds a suitable building containing lavatories for men, to be fitted up with all conveniences, including towels, soap, wash basins, etc., have a competent man to look after same, and make a small charge for use of lavatory. In connection with this building there should be a barber shop, boot-blacks, etc. Sufficient and proper lavatory accommodation should be provided on different parts of the grounds, separate buildings, properly fitted up with all conveniences, being provided for ladies and children, and all the lavatories should have competent persons placed in charge, and no charge whatever should be made for the use of these conveniences. Most of the present buildings, which are in a disgraceful condition and not properly constructed, should be entirely done away with.

**EXHIBITORS' LAVATORIES.**—Nearly all the buildings should be provided with suitable lavatory accommodation for the use of exhibitors.

**PUMPS AND AIR MOTORS.**—A properly fitted up location on the lake front should be provided for these important exhibits.

**PROCESSES OF MANUFACTURE.**—A special effort should be made to procure exhibits of processes of manufacture, as nothing is more interesting, instructive and entertaining to visitors than exhibits that demonstrate the work of our factories and workshops by skilled operatives.

**ROADWAYS.**—A roadway should be made from opposite G.T.R. station leading direct to the western door of the machinery hall. This could easily be done after the present natural history building is pulled down. At least, a narrow plank walk should be laid

down in front of some of the cattle barns. Also crossings should be provided over the roadways from one row of barns to another. Under existing conditions many people who wish to visit some of the live stock buildings are unable to do so on account of the mud, etc., they would have to tramp through to get to them.

**SIDE SHOWS.**—There is no objection to placing on the grounds clean, amusing, and instructive entertainments, but they should be allotted a space specially set apart for that purpose, not contiguous to the buildings set apart for industrial exhibits. The shouters usually employed by side show people should be suppressed.

**COMMITTEES.**—Committees in charge of buildings and exhibits therein should, as a general rule, be composed of representative exhibitors. For instance, the carriage building should be in charge of a committee of carriagemakers; the musical instrument building in charge of a committee of manufacturers of such goods. The chairmen of such committees should not necessarily be Exhibition directors.

**SUPERINTENDENTS.**—Superintendents in charge of buildings should be subject at all times to the committees, and where superintendents are found to be unsuitable for their positions it should be in the power of the committee to instantly replace them by more competent men.

**BETTING.**—Horse racing and betting, as recently suggested, should not be permitted in opposition to the Ontario Jockey Club.

**RULES AND REGULATIONS.**—Should be prepared by a small joint committee from the Board of Directors and the Canadian Manufacturers' Association, and such rules and regulations, when finally agreed upon, should be submitted for approval to the annual meeting of the Exhibition Association, and after being adopted should be strictly carried out.

**PASSES.**—Suitable regulations should be framed by the above committee and carried out regarding the issue of passes.

**ALLOTMENT OF SPACE.**—The allotment of space for exhibits should be made, as a general rule, by small committees in charge of buildings. Applications for space should be made by a fixed date. Space should be promptly granted, and after being allotted, should not be changed or allotted to someone else without reasons that are thoroughly satisfactory to the committee.

**COMPLAINTS.**—Small committees consisting of an equal number of directors and exhibitors in the various departments affected should be appointed for the special purpose of receiving, hearing and adjusting complaints and grievances that may at any time arise, and their decision should be final.



# Industrial Canada.

Issued about the middle of every month by

**The Canadian Manufacturers' Association.**

INDUSTRIAL CANADA is sent free to all members of the Association. The fee for membership is \$10 per annum, payable in advance.

**Subscription to non-members, \$1.00 per annum, payable in advance.**

## OFFICERS OF THE ASSOCIATION, 1900.

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### FIRST VICE-PRESIDENT:

C. C. BALLANTYNE, The Sherwin-Williams Co., - Montreal.

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### TREASURER:

GEO. BOOTH, - Booth Copper Co., - Toronto.

### SECRETARY:

T. A. RUSSELL, B.A., - - - - - Toronto.

Address all communications respecting subscription, advertising rates, etc., to

SECRETARY,

Canadian Manufacturers' Association,  
Board of Trade Building,  
Toronto.

## TORONTO, DECEMBER 20, 1900.

### Extra-Provincial Corporations Act.

The Extra-Provincial Corporations Act for the Province of Ontario, passed during the last session of the Legislature, has given rise to much discussion among business men. The Act takes away from companies not incorporated under Ontario statutes the right to do business in the Province of Ontario until they have taken out a license. The fee for the license is in the case of companies doing business under Dominion Charter, \$25, if the stock of the company does not exceed \$100,000, and \$50 when the capital stock of the company exceeds \$100,000. Foreign corporations and companies incorporated under other Provincial charters have to pay a much heavier license fee.

The feeling is very strong that this sort of legislation on the part of the Provinces is unjust and unfair, and leads the way to numerous other impositions on trade between the Provinces.

Further, the Province in issuing these licenses in some cases endeavors to restrict the powers granted by Dominion charter, and in this way also dissatisfaction has arisen.

The Association is taking up the matter and has appointed a committee to report as to what action had better be taken by the manufacturers in this connection.

### Membership Certificates.

All the members who have recently joined the Association will in the next few weeks receive their membership certificates. These are handsomely framed, with wire and attachments ready to hang up in the office of the member. The design of the certificate itself is especially fine and will make an interesting addition to the office furniture of any of our manufacturers.

We trust that every member will give it a prominent place in his office, so that in the near future there will not be a manufacturing establishment from Vancouver to Cape Breton that has not one of these membership certificates in the office.

### Monthly

#### Trade Returns.

The receipt of the August report of the Department of Customs, giving in detail the imports and exports of Canada for the month of August, has brought to the attention of manufacturers and others the great advantage of having accurate and up-to-date returns.

The new trade report furnishes full information as to the articles that are being imported into Canada and exported therefrom, and so enables the business man to know exactly the competition that he is meeting from outside sources. Prior to this time he had to wait until the close of the fiscal year before he could have such information.

We trust that each of our members has secured a copy of this work, as it is most valuable, and it is, further, largely through the efforts of the Association that the reform was carried through by the Government; so much so that at the banquet of the Association Hon. Wm. Paterson, Minister of Customs, publicly thanked the Association for its cooperation in this matter.

Endeavor will now be made to have these returns furnished to our members at a nominal cost.

### Factory Costs.

Those of our members who attended the lecture given by Mr. Wilton C. Eddis, president of the Chartered Accountants' Association, on "Factory Costs Accounts," were amply repaid for their attendance. Mr. Eddis delivered a most careful and interesting address upon the possibility of having accurate and reliable costs accounts. He outlined on the blackboard in detail the different systems which would have to be adopted by different factories. In one factory it is necessary to follow the cost by processes; in another, the aim is to follow the cost of the individual article, or part of article, manufactured, and the address pointed out ways and means in which this could be best arrived at. While it is practically impossible in a general lecture to outline a system of costs accounts that will be applicable to every business, still the features of Mr. Eddis' address were such as to turn the attention of the members to

the subject and to set them on original lines of thinking out the most profitable lines of organization of factory accounts.

After the address an interesting discussion took place in which Messrs. A. W. Thomas, P. W. Ellis, W. B. Tyndall and H. Vigeon took part.

### American Trade Index.

The Association is in receipt of a handsomely bound copy of American Trade Index. It is a classified membership directory of the membership of the National Association of Manufacturers of the United States, arranged for the convenience of foreign buyers. It gives a list of the members of the Association alphabetically arranged, and also a list of the different articles which they manufacture, alphabetically arranged, with the names of the manufacturers of each. The publication is issued both in English and in French, and comprises some 700 pages. It is one of the most carefully compiled publications that has yet been issued, and will no doubt prove of great value to United States manufacturers.

### Mr. Wolfenden's Absence.

The members of the Executive were disappointed to learn that Mr. F. C. Wolfenden, who was to have been present at the last meeting to devote special attention to British Columbia matters, was unable to attend. He had purposed especially dealing with certain features that are of particular interest to Western manufacturers, and was only prevented by serious illness in his family from attending.

We trust that Mr. Wolfenden may be with us in the near future, as it is only in this way possible to have the varied interests of manufacturers situated in every part of Canada harmonized.

### South American Prospects.

The Association is in receipt of a limited number of pamphlets entitled "South America as a Field for Enterprise." It contains a number of facts about the trade requirements and business operations in South and Central America and Mexico, together with tables of moneys, weights and measures in use in these countries. It also furnishes a postal guide for the different countries.

The booklet is gotten out in neat form, and furnishes a lot of valuable information to any parties who might be interested in that locality.

Any members desiring copies may secure the same from the secretary.

### Austro-Hungary.

The Association has been favored with a visit from Mr. Otto Thorning, Vice-Consul for Austro-Hungary for Canada, when he furnished some valuable information relating to Canadian trade with Austro. He believed that this was not being looked after as carefully as the cir



circumstances warrant, and stated the willingness of his home Government to assist in any work in the direction of closer trade relations. He also expects to secure for the Association rooms a valuable collection of Austrian products, suitable for importation to this country, so that there may be a return cargo and consequently direct steam communication between Canada and the Austrian markets.

### The Iron Production At Midland.

Tuesday, December 18, was an important day, not only in the history of the town of Midland, but in the industrial history of Canada, for it marked the official opening of the blast furnace of our esteemed members, The Canada Iron Furnace Co.

A large party of distinguished business men were present from Quebec, Montreal, Ottawa, Toronto and other points, and several speeches were made intimating the importance that was attached to the opening of the new industry at Midland.

Mr. Geo. Drummond, in his address of welcome, gave a short sketch of the undertaking, and pointed out that it was practically the first smelter in Ontario run on almost purely Canadian ore. The ore comes from the Helen Mine in Michipicoten, and 60,000 tons are now assembled at the furnace. He expressed the belief that there was an adequate market in Canada for pig iron, but that if it became necessary to carry on an export trade Midland was most advantageously situated as it was on the shortest line between the head of the lakes and the St. Lawrence.

### TRADE OF MEXICO.

#### PAINTS AND VARNISHES.

Several attempts were made in the last year by English manufacturers and export firms to deal direct with consumers in Mexico, and to establish agencies in Mexico City. One London firm sent out a special representative for this purpose, and, as the result of his inquiries, decided not to do so. Firms at present dealing in these goods in Mexico do not care to accept an agency. The consul suggests, should a firm consider it would be profitable to extend their business in Mexico, that the best way to do so would be to open a branch there under the management of a competent person, knowing the trade and the manners and customs of the people.

### CORRUGATED ROOFING.

MEXICO.—Metal girders still have only a small sale in Tampico, but the use of corrugated iron for roofing purposes spreads even in the country districts, where it is replacing the palm-leaf roofs which are such a fruitful source of fires. English corrugated iron is preferred to that of American origin, which becomes much more easily oxidized. The price last January was 24 centavos (60 centimes) per kilo.—British Trade Journal, December 1, 1900.

## MANUFACTURERS' DIRECTORY

Twenty Thousand Copies to be Distributed by the Association.  
English, Spanish and French Used.

PREPARATIONS are now being made for the issue of a second Canadian Trade Index as the classified directory of the membership of the Canadian Manufacturers' Association. The committee having this in charge has met and decided upon a programme as follows:

The holding of the Exhibition at Glasgow and the Pan-American Exposition at Buffalo will present exceptional opportunities for the publication of information relating to Canada and her products, and the Association should therefore spare no pains to have the interests of its members there looked after.

Last year the Government prepared and issued several admirable books upon the resources of Canada, and these were widely distributed at the Paris Exposition. No book was, however, prepared on manufacturing, and the only publication bearing upon Canadian manufactures was the Index prepared by the Association and there distributed to the number of 4,000.

It is therefore believed that the Government should assist materially in the financial responsibility attaching to the issue of the next Trade Index for distribution at Glasgow and at Buffalo.

1st. The Index will contain general information about Canada and her manufactures.

2nd. An alphabetical list of the members of the Association, their addresses, cable addresses and the articles that they manufacture.

3rd. An alphabetical list of the various articles manufactured in Canada together with the manufacturers of each. The names of the articles manufactured will be printed not only in English, but in French and Spanish as well, so that the book will be of value not only to traders in Great Britain and her colonies, but all through the great market of South America and wherever the French and Spanish languages are spoken.

4th. A list of the registered cable addresses of the members.

5th. Space for special display advertisements of those desiring to set forth the particulars of their business in more detail.

The value of these pages for advertisements should be very great, as the inquiries that are being continually received for the last Trade Index indicate that there will be a wide demand from all parts for the second and more comprehensive issue.

Enrollment in all the divisions of the Index, save that for special display advertisements, will be free to all members of the Association, while the moderate charge of

\$25 per page will be made for space in the special advertising department. The price is exceptionally low in view of the fact that 20,000 copies in all will be prepared for distribution. It is thought that probably some 7,500 copies will be distributed each at Glasgow and at Buffalo, and the other 5,000 will be used for distribution in Canada and to other parts of the world whence inquiries are received for Canadian products.

The book will, in all, contain some 400 pages and will be handsomely bound, and will form a valuable introduction to Canadian manufacturing industries.

We therefore trust that our members will give their careful attention to the preparation of material for the Trade Index, so that it will be as accurate and valuable as it can possibly be made.

### COMMERCIAL EDUCATION.

EDINBURGH.—The important subject of commercial education occupied the attention of this Chamber at their last general meeting. Mr. Harrison, in moving the adoption of the report on commercial education, did not wish the Chamber to in any way alter the position it had taken up with regard to this question, and the committee did not recommend the Chamber to go in for conducting or taking part in education even so far as the conducting of examinations or of giving diplomas. The Chamber should really make up their minds on what kind of education was required for those who were intending to go into business, and allow the men who are educationists to carry out the wishes of the Chamber. While he admitted that education was a very necessary thing for the business man, he was of the opinion that the qualities that went to make a business man were moral rather than intellectual. A thorough grounding should be given at the primary schools in the essentials of education—what were usually called the "three R's." The fault in the past in elementary education has been that a show had been made of gaining more branches than the intellectual structures of the boys were able to assimilate and understand. He believed that the education of the business man should be practically the same as that of the professional man. Playing business at school was the same as boys and girls playing at houses. In conclusion, Mr. Harrison advocated the establishment of a faculty of commerce at the university. Mr. A. K. Wright and Mr. McMillan reiterated the views of Mr. Harrison. After other gentlemen had spoken, the report was adopted.—Commerce, November 14, page 783.



# AUSTRALIAN NEWS.

## PART OF REPORT OF MR. J. S. LARKE, CANADIAN COMMERCIAL AGENT.

Sir,—It is now admitted that a federal tariff will not be in operation as speedily as the sanguine anticipated. It is even asserted that it cannot go into operation until 1902. It is not likely that it can be ready for nine months at the earliest. If no new tariff is introduced by the Government of this colony, Sydney will be a free port until the federal tariff goes into effect, and there will be a large importation of goods in anticipation of that tariff. It will be advisable that Canadian exporters who desire to share in this trade should send out travellers at once that orders may be placed for goods to arrive in time. The amount of goods so ordered may not be as great as was anticipated at one time, two causes operating to this end. Such goods were ordered in the strange expectation that the Federation and a common tariff would have been in operation last June. The stocks are now here and are too large for the demands of the normal market. It is thought, too, that a decline in prices may set in and this decline would neutralize the effect of duties. There will be, however, an importation beyond the average early next year to get in goods before the tariff.

My attention has been called to the publication in Canadian newspapers of inquiries from Australia for Canadian goods as specified in detail. If properly understood there can be no harm from this publication, but from misunderstanding their nature I have had complaints from Canadians that they have been misled by them. I have not, therefore, sent forward any such inquiry except in one or two exceptional cases, as it is better when there is a genuine inquiry to bring the applicant at once into correspondence with the exporters most likely to supply them.

It should be clearly understood that such inquiries do not mean that there is a shortage in such goods here. This market is remarkably well supplied. It simply means that such goods are sold here and if Canadians can supply them as well and cheaply as others they can share in the trade—if on better terms they can get the most of it. Travellers have complained that, through these publications and similar information, they have been sent out under a wrong impression. Supposing there was great need of goods they have come out to find a well-stocked market into which they have to fight their way, and, though they have done reasonably well, their houses are disappointed because they have not secured better results in less time.

I have not a knowledge of the authorship of all the lists sent me, but I have of a majority of the inquiries. It is a very rare thing for one to come from a buyer such as would be understood by that term in

Canada. They come from manufacturers' agents and commission agents. In many cases these are good men and occasionally—but rarely—they make a purchase directly. In other instances they may be unsuited to handle lines asked for, and no good can come to a Canadian exporter in sending out samples. I have a stream of inquirers for Canadian agencies. In some cases they are willing to undertake any line of goods, but the better men refuse to undertake any but special lines which they understand and for which they have connections. It is necessary to sift such inquiries, as it would be a waste of time and money to forward a large number of inquiries that come to me.

I can but repeat what I have previously written, that it is an extraordinary thing for an inquiry for Canadian goods to come from a wholesale or large retail firm. And I cannot recall an instance of where Canadian lines have been introduced by such firms. What has occurred is that where goods have been introduced through a manufacturers' agent or traveller and a demand created, a firm that has not bought has asked for a similar line from some other manufacturer. I have just returned from seeing certain wholesale firms who, a month ago, gave me to understand that they would write to Canadian houses on whose behalf I have seen them. In not one case had such letter gone forward. Not understanding this I still receive requests from Canada, "Please put us in connection with the principal firms dealing in our goods." I can do this, but not in one case in a thousand will business result.

Caution needs to be exercised lest the publication of these lists should become lures to obtain goods on commission. I have had to give repeated warnings against persons who seek to obtain Canadian goods on consignment with the deliberate purpose to defraud the owners. Even where the intention is right, the result is not always favorable. I am now closing accounts in three cases in which there will be losses, in two cases of some amount. In the majority of instances where I had the goods sent to me in trust I have had great difficulty in getting prompt account of sales and payment for goods sold if the latter have gone out of my possession.

It would be of great advantage if stocks of some new lines could be carried here, and if manufacturers would combine to secure a store in which the goods would be absolutely in my charge until sold and the proceeds made payable to me. I could then see that the goods were properly handled and properly accounted for. It is not possible to do this effectively when the goods get out of my possession. I think I could considerably reduce the charges also. In the absence of such a provision I can but continue to urge caution, and to suggest that I

should be consulted before goods are shipped on consignment.

I have an inquiry for a list of goods sold in Australia, with the prices. To comply with this fully would be impossible. If it could be done the prices would be of little value unless samples of the goods accompanied them. I have previously given the returns of trade of the several colonies, showing the goods imported which Canada could export. These, perhaps, may not be readily accessible, but generally the goods that can be sent from Canada are much similar to those coming from the United States. In many lines Canada is not yet in a position to compete, but there are yet a large number of lines which we have not attempted, but which we can share in the market. What is needed is a resolute and well-sustained effort. Heretofore the attempts have been spasmodic. It is rarely that a first attempt will be profitable, but where there is a reasonable prospect of securing a permanent market it is persistence that will pay. Australian manufacturers' agents in increasing numbers are visiting Canada in search of connections. They report kind receptions, and in some cases are well supported by firms with whom they have made connections; in other cases there are complaints. The chief one is the delay in replying to requests for information. I have a case in point as I write. I had arranged an agency for a Canadian manufacturer of elevators. A tender was open, and as the information to hand was not sufficient to induce the architect to specify his elevator, he agreed to wait three months to obtain it. He waited for a fortnight after reply could have been had, and, none coming to hand, the contract was given to parties who had the necessary facts at hand. This failure to answer promptly will make it still more difficult to get into the market. The number of manufacturers who give proper attention to this trade is increasing, and more new lines have been introduced during the past six months than in any previous six. Among the orders recently sent forward are those for gas stoves, windmills and enameled ware.—Monthly Report of the Department of Trade and Commerce of Canada, September, 1900.

## CANADA IN AUSTRALIA.

FOR some time past the attention of Canadians has been turned to the important political events that have transpired in our sister colonies in Australia, where a federation has been completed on lines similar to those upon which the Dominion of Canada was founded in 1867.

The ceremonies with which the federation will be completed have also been engaging public attention, and the Queen has sent a



member of her own family, the Duke of York, to represent her on this important occasion.

It is also a matter of the greatest importance that Canada should be well represented at the Australian ceremonies. During the past year unusual attention has been given to subjects of Imperial interest and to the possibility of drawing the colonies into closer touch with each other and with the Mother Country.

Further than this, at the present time the best of good feeling prevails in Australia with respect to Canada and the Canadian people, and it is highly important that this feeling of good-fellowship should be given every opportunity to continue.

With this object in view the Association at the last Executive meeting felt itself justified in placing itself on record as favorable to the representation of Canada at the Australian federation ceremonies in a way befitting to her rank as a nation, and endorsed the decision said to have been arrived at to have the Premier, Hon. Sir Wilfrid Laurier, attend the inauguration ceremonies.

The resolution passed was as follows:

Whereas: The federation of the various Australian colonies requires the enactment of a new Customs tariff for the Commonwealth of Australia.

And whereas: The Government of the Dominion of Canada has decided to send its first Minister, the Right Honorable Sir Wilfrid Laurier, to represent it on the historic occasion of the inauguration ceremonies,

Be it resolved: That in the opinion of this Association it is a matter of supreme importance to the industrial development of Canada that the Customs tariff of the new Australian Commonwealth should be so drawn up as to give a preference in the markets of Australia to goods coming from Great Britain and other parts of the British Empire,

And be it further resolved: That the Government of the Dominion of Canada be hereby respectfully memorialized to take such measures as may be advisable to assist in securing the enactment of such a preferential tariff.

#### TARIFF.

Further than this, Canada has at the present time her eyes turned on Australia as a likely market for a very great number of her products. Australia is not as yet a manufacturing country, and cannot hope to be for some years to come, and it is therefore most desirable that Canadian manufacturers and shippers should have every opportunity of competing in the markets of our sister colony.

With a view of placing on record the views of manufacturers on this subject, and so strengthening the hands of the Government, the following resolution was passed by the Executive:

"Whereas: The various colonies of Australia, following the example set by the British North American colonies in 1867, have decided to unite their various interests under the name of 'The Commonwealth of Australia';

"And whereas: The occasion is considered to be of such importance from an Imperial standpoint that Her Majesty the Queen has deputed one of her own family to act in person as her representative on this historic occasion;

"Therefore be it resolved: That this Association express its hearty approval of the decision arrived at by the Government of the Dominion of Canada to send its first Minister, the Right Honorable Sir Wilfrid Laurier, to represent the confederated British Colonies of North America on this historic occasion, and that it endorse any reasonable expense incurred by the Dominion Government in having Canada adequately represented.

Both of these resolutions were then presented to the Hon. Sir. Wilfrid Laurier by the President of the Association, Mr. P. W. Ellis. Sir Wilfrid in response assured the delegates that he appreciated their kindly interest in the important events transpiring in Australia, and that his Government recognized the importance of having Canada adequately represented there. Whether or not he would be able to go in person was a question that would have to be decided by later circumstances.

As to securing a favorable trade preference, it was a question which the Government would be glad to take up and act on so far as it was possible, but it was a matter of some difficulty to say just how far the Government could go.

He assured the representatives, however, that anything that could be done in this direction would be done, as he was fully aware of the importance of this matter to the development of Canadian industries.

#### THE LEATHER INDUSTRY.

The history of the Australian leather manufacturing industry dates from the earliest years of settlement, and at the present time there are, in New South Wales alone, over a hundred tanneries in active operation, employing nearly 1,200 hands, and having a plant valued at about £64,500. A large proportion of the leather is consumed in the local production of boots and shoes, of which 3,207,196 pairs were made in New South Wales in 1899, the number of factories being 79, and of the hands employed 3,510. Machinery of the latest and most improved description is used in all the factories. Sydney forms the great centre of the New South Wales leather trade, being not only the great shipping port, but also connected by rail or steamer with Bathurst, Orange, Mudgee, Glen Innes, Wagga Wagga, Albury, Penrith, Windsor, Braidwood, Armidale, Tamworth, Parramatta, Grafton, Ulladulla, Bega, and other

places in which the leading tanneries other than those of the metropolitan suburbs are located. Several of the manufacturers' brands are well known in the London and other markets. In addition to the large quality of New South Wales material used in the local leather industries, a considerable quantity is exported. In 1899 the value of the New South Wales leather exports was £421,439, of which £374,592 represented the value of the colonial-made leather shipped to Great Britain. The great bulk of the tanning material used by New South Wales tanners consists of wattle or mimosa bark, the produce of various specimens of acacia. This bark yields a higher percentage of tannin than any other known vegetable material, with the exception of a bark found only in New Zealand.—Commerce, November 14, 1900—Page 791.

#### MUSICAL INSTRUMENTS.

**NEW ZEALAND.**—Two-thirds of the pianos imported into New Zealand are from Germany; nearly all the remainder are credited to the United Kingdom. The English pianos are valued at £26 each, and German, £20. Fourteen are set down as coming from the United States, valued at £378. All the harmoniums and organs but 18 are given as from the United States, and but two from Canada. The other musical instruments and parts are nearly all from Great Britain. The duty on pianos and organs is 20 per cent. A large proportion of the parts are free.—Canadian Commissioner's Report.

**QUEENSLAND.**—The Germans control nearly all the piano trade of this colony, the United States that in organs, and the United Kingdom and Germany divide the trade in other instruments. The duty is £12 on grand pianos, £6 on upright, £3 on organs, and 25 per cent. on other instruments.—Canadian Commissioner's Report.

**WESTERN AUSTRALIA.**—The origin of imports of musical instruments is not given, but will be much as in the case in the other colonies. Duty, £25 on upright, and £15 on square, grand or semi-grand pianos, and 15 per cent. on other instruments. Instruments for churches are free. Some of the trade is intercolonial, but there is an importation of nearly £300,000 of musical instruments and parts, two-thirds of which are pianos, more than one-half of which come from Germany. The trade in all branches is increasing, particularly in pianos, which have nearly doubled in value in five years. At one time two or three Canadian makers sent a considerable number of organs to this market, but, owing to the decline in the demand for these instruments, the trade had pretty well died out a few years ago, killed by the change in the taste for music in part, but more by the advent of cheap pianos made in Germany. Such pianos are retailed at £30 and less, and are sold to the trade at £20, and in some cases below that figure. No Canadian firm can compete with



that class of instrument, but the demand for a better class of instrument is increasing, and will continue to increase with the improvement of business in the colonies. Two Canadian manufacturers of pianos are making sales in the colonies. One has a branch which has been here for some years, and reports a trade which has improved each year. It has not the demand for low-grade instruments by importations from Germany, but is not pushing that branch of the business. The same house does a good trade in organs. A few organs of other Canadian makers are imported, but it is not easy to get dealers to take up a maker not known on the market, as the trade has become so limited. The instruments sent here have stood the trying climate well. The piano frames in first-class instruments are made heavier than is commonly the case in Canada, and the sound-board is bolted to the back bars, and only the best glue will stand the hot and moist weather of the coastal line, and the hot, dry weather of the interior. Prices should also cover shipment in zinc-lined waterproof cases. Attempts to introduce Canadian instruments through commission agents have not been very successful, and at present are not likely to be so, as very few have sufficient knowledge of the trade at present to handle them properly. Few manufacturers care to risk a line of expensive samples with an agent, and it is almost impossible to induce a dealer to order without any samples—Canadian Government Commissioner's Report.

### RETURNED TO AUSTRALIA.

Mr. Th. de Schryver, who has been making the office of the Association his headquarters for some time, has returned to Australia representing a number of important Canadian houses. The size and importance of these houses, and the high standing that they have in our Canadian market justifies us in the hope that they may look forward to a large business in the new Australian Commonwealth.

Mr. de Schryver is most confident that he will be able to do a large business for Canadian manufacturers there, and is also equally confident that when the new tariff is introduced in Australia it will afford a preference to Canadian and British goods.

We wish Mr. de Schryver every success in his undertaking and trust that he may meet with the success that his efforts in Canada have deserved.

### ENAMELED IRONWARE.

MEXICO.—The use of enameled ironware for table and toilet purposes is becoming general. It is imported from Elbertfeld, but finer quality is imported from Austria, through the firm of Penn, Gerhardt & Co., of Berlin. These articles being heavily taxed, not ad valorem but according to weight, the makers endeavor to produce them as light as possible, and the quality often suffers from this.—M. le Baron Moncheur, Belgian Minister at Mexico.—British Trade Journal, December 1, 1900.

## EXPORT TRADE.

### THE MISTAKES OF EXPORTERS.

Some sage advice was recently tendered by one of the delegates at the recent conference of Canadian manufacturers at Toronto with regard to avoiding two very common mistakes, which are frequently made by those who are desirous of cultivating an export trade, and particularly with South Africa. The first is that colonial markets will readily take a surplus stock which is a little out of date, or perhaps a little inferior in quality. It is altogether overlooked that the foreign buyer is just as well posted as the buyer at home, or that the shipping of antiquated goods, or goods not quite up to the required quality, only brings disrepute on the exporter, and acts to the detriment of the general commercial interests of the shipping country. The second mistake is the supposition that the exporter must sell his goods considerably cheaper than those already on the market in order to secure business. As a rule, the colonial buyer takes the price as the criterion of the quality of the goods, and the man who seeks to promote his ends by a slaughter of prices is more than likely to fail.—South African Export Gazette.

### THE VALUE OF REPRESENTATION.

In the matter of the value of representation as an aid to business as compared with other methods, and in particular the advantages offered by the employment of agents, the following advice, which was tendered to Canadian manufacturers at the conference alluded to, is in refreshing contrast to that recently suggested to Canadian manufacturers seeking to open up trade with South Africa:

"A manufacturing concern which hopes to do any considerable business in a foreign market must send its own representative to look over the ground and start the business. This is an absolute necessity. Advertising in export journals and letter-writing do little more than the handing in of the calling card at the door. The call itself must actually be made to produce results. The agents most easily obtained, as a rule, are of little use, or else will take your agency and shelve your goods to keep them off the market. Smaller enterprises, unable to send a sole representative, should join with some non-competitive firm in a joint representation, or, failing this, avail themselves of the Government agent's assistance."

The above remarks abundantly confirm the opinions we have already expressed on the same subject, and leave us at a loss to explain the course of action of those Canadian manufacturers who preferred to follow the leading of Mr. Thomas Moffatt, the Canadian agent in South Africa, instead of our indicated course.—The British and South African Export Gazette, November 2, 1900.

### BOOTS AND SHOES.

TURKEY.—Ninety per cent. of the boots and shoes used in Turkey are made in the country by hand. The people can afford only the cheapest quality of footwear, but I believe American machine-made goods can be put on the market at better prices than the hand-made articles now sold. The sale of fine shoes is very limited, and at present is hardly worth considering. Strong, durable, coarse boots and shoes, with thick soles, are popular. Leather and rubber overshoes are extensively used. The shoes worn here are made on a last greatly differing in shape from the American last. I believe a factory undertaking to properly introduce American shoes should have a full line of samples of Turkish shoes with prices. The styles worn do not change each year, but the variety of lasts which are permanently used is very large. Slippers are much more generally worn by all classes than in America. The ladies of the harems confine their footwear almost entirely to slippers. The laboring classes wear heavy, cowhide low shoes as a kind of overshoe, with light slippers inside. Army officers wear high-top patent-leather boots. Import duty on all articles is 8 per cent. Certificates of origin must accompany each shipment.—United States Consul at Smyrna, British Trade Journal, December 1, 1900.

SOUTH AFRICA.—South Africa is the largest overseas purchaser of British-made boots and shoes, taking nearly half the total exports of these goods from the United Kingdom. Until the war it was the largest purchaser of mining machinery, absorbing more than half the total exports. In apparel and slops South Africa and Australasia stand most equal, between them monopolizing more than two-thirds of the trade. In cast and wrought iron and iron and steel wire South Africa stands third, and in bar and angle iron and galvanized sheets fourth, the countries preceding being Australasia, British East Indies and the Argentine Republic.—British and South African Export Gazette, November 2, 1900.

### CANADIAN TRADE COMMISSIONER.

The announcement has been made in the daily press of the appointment by the Government of Mr. Jas Cummings, of Brockville, as Canadian Commissioner to Africa for the purpose of opening up trade relations there. The Government has been contemplating for some time the investigation of this field and the possibilities it offers for a market for Canadian products.

Mr. Cummings will be asked to investigate all the conditions of trade there so that he can inform Canadians as to which of their products may find a market in Africa. He will probably leave some time in February and be gone for some months. Mr. Cummings has had a long business experience and is an ex-president of the Dominion Millers' Association.



# WEST INDIAN NEWS.

## THE BAHAMAS.

AN increase in the prosperity of the group and much improvement in the social condition of the inhabitants is the burden of the report of the Colonial Secretary of the Bahamas for the past year. This is the result of many causes, chiefly the money spent by an American company in building a large hotel, the influx of tourists from Florida during the winter, and the general impetus to trade given by closer connection with the United States. The revenue last year was £76,697, of which a sum of over £65,499 was derived from the Customs duties, which increase in amount in spite of a reduction in the import duties. The expenditure was £68,749. Both revenue and expenditure have gone on increasing steadily since 1895, and the indications are said to be in favor of satisfactory budgets, in which the revenue will amply provide for all the ordinary requirements of the colony. The imports amounted in value to £329,196 and the exports to £169,148. Food-stuffs, clothing and hardware were the chief imports, while the principal exports in order of importance were sponges, pineapples, sisal fibre and turtle-shell. Imports have nearly doubled since 1895, and the exports have increased about 30 per cent. Great Britain sends about one-fifth of the imports and takes less than an-eighth of the exports, while the United States absorbs very nearly the whole remainder of the trade.—Commerce, November 11, 1900—p. 79.

## TRADE WITH THE WEST INDIES.

One of the prominent shippers in Demerara, in writing to the Chronicle Publishing Co., Halifax, makes the following observations with respect to Canadian trade with the West Indies:

"Canada can better meet the requirements of our markets in regard to packages and general market appearance by studying it all in detail at Chicago and New York and adopting the same. Trade between Canada and this place can only improve extensively when Canadians are ready to buy our sugar and other products in the same way and on the same terms as the United States and others.

"At present West-Indian sugars are shut out practically from the Mother Country owing to it being flooded by bounty-fed, cheap continental beet sugar, and, in this position, with only a very limited market in Canada, even if everything was favorable, as is not the case at present, we cannot risk our position in the United States market. There they have given a rebate on beet sugar equal to the bounty given by Continental nations, and we are on an equal footing, and they buy our cane sugar in large quantities. If the United Kingdom

and Canada were permanently open to the West Indies for sugar we might then, and then only, be independent of the United States, and not otherwise."

## DISTRIBUTION OF INDEXES IN WEST INDIES.

Following are some favorable replies acknowledging receipt of the last issue of The Canadian Trade Index:

From the Chamber of Commerce, city of Georgetown, Demerara:

"I am directed by the Chamber of Commerce, to acknowledge receipt and to thank you for your letter of October 24, accompanying two copies of The Canadian Trade Index, which reached me under separate cover.

"The council cordially endorses your wish to see more intimate trade relations between the Dominion of Canada and this colony, and will hail with pleasure a substantial increase in the shipment of our sugars to your country.

"The copies of The Canadian Trade Index were laid on the table for the information of the merchants forming the council, by whom they were read with interest."

J. Cox Fillan, Dominica, British West Indies, writes:

"I am personally and otherwise much interested in the development of the trade with Canada and shall be ready at all times to do all I can to help it on."

He also furnishes a copy of the local paper in which a lengthy article is written on the subject, and which further states that copies of The Canadian Trade Index and catalogues of Canadian manufacturers in any line may be obtained through the Association.

Messrs. McFarlane, Junior & Co., Castries, St Lucia, write:

"We are in receipt of your favor of October 28, with the Indexes for which please accept our thanks. In reply to your inquiry regarding the possibility of extending trade between Canada and these Islands, I think that with a little effort on your part a good many of the articles we are now getting from the United States would come from your country, but 'your people do not take enough trouble to study our wants,' hence up to this time the progress made is nothing considerable."

## WEST INDIAN EXHIBIT.

The Association is in receipt of a handsome exhibit of Jamaican and Trinidad products that were part of the West Indian Exhibit at the Halifax Exhibition. These are now displayed in the office of the Association, in the hope that a market for many of the different lines may be found in Canada.

Our members are looking with interest

to the possibility of extending the market in the West Indies, but the West Indian traders are looking just as anxiously to Canada as a market for their products, and we must not expect to be sellers alone, but rather buyers and sellers—in other words, traders, and to this end the Association is having the exhibit open for inspection by any interested in the importation of the different articles. Information as to the parties from whom the various articles may be obtained, and the prices that govern, may be had from the Association.

The exhibit comprises in all some 60 bottles and cases, also several samples of asphalt, bark, wood and cocoanut matting, and is a practical object lesson in the products of the West Indian colonies.

Among the articles displayed are cocoa beans, coffee beans, cane sugar in crystals, soft cane sugar, kola powder, kola nuts, mango chutney, cocoa butter, maize, cassava farina cocoanut cake, cocoanut oil, cacao nuts, prepared cocoa, lucumo marmosum, gum balata, bay rum, kola wine, peppermint, lime juice, butter coloring, old rum, Jamaica rum, nutmegs.

With the establishment of direct steamship communication between Halifax and the West Indies it is to be expected that closer relations will follow with these islands, both in the way of imports and exports.

## TRINIDAD PRICES CURRENT.

The Association is in regular receipt of Trinidad Prices Current, compiled and forwarded by Messrs. Gordon, Grant & Co., of Port of Spain, Trinidad, giving information as to the cargo prices of staple articles of import and export in this colony; also general information as to the current rates of exchange, freight charges, harbor dues, etc.

Any members wishing to consult this will find same open for their inspection at the office of the Association.

## REPRESENTATIVE IN THE WEST INDIES.

Mr. C. D. Davies, who was for some time in Canada and who has arranged for the representation of some leading Canadian firms, has just left on an extended business tour to the West Indies.

He is giving special attention to the possibility of developing the business of Canadian export manufacturers, and will keep in close touch with the Association throughout his travels, which will cover all the principal business centres in the West India Islands.

We wish Mr. Davies a successful tour through our sister colonies, and hope that it may be the means of bringing these islands into closer trade relations with Canada.



# BRITISH TRADE NEWS.

## A LIVERPOOL REPRESENTATIVE.

THE Association was favored with a call this week from a representative of the firm of Messrs. Trenery, Ball & Hallmark, of Liverpool, who is in the country for the purpose of securing the representation of some good Canadian concerns for the Liverpool market.

He is introduced by Mr. Mitchell, the Canadian Government agent, of Liverpool, and seems to have a good grasp of the position of affairs there.

If any of our members are anxious to have a representative in Liverpool and desire to communicate with Mr. Ball, who is here, they may do so through the Association.

## THE GLASGOW EXHIBITION.

THE Association has for some time past been giving attention to the adequate display of Canadian manufactures at the Glasgow International Exhibition, to be held in Glasgow beginning in May and lasting for six months.

The last exhibition held there was a pronounced success, and it is believed that the one to be held will be even more successful than the previous one. Further than this, the Mother Country is becoming such a market for Canadian products that it is desirable that Canada should be there represented as adequately as possible. To this end the Association has, for some time past, persistently urged on the Dominion Government to take every means to have Canada there adequately represented, and at the last meeting of the Executive Committee the following resolution was adopted:

Whereas: There is to be held in Glasgow in the year 1901 an International Exhibition at which the products of the Mother Country and her colonies will be extensively exhibited,

And whereas: Great Britain is the best market for a great number of the products of this country,

Be it resolved: That, in the opinion of this Association, it is a matter of the highest importance that Canada should have an adequate exhibit of her products at this exhibition, and that the Government of the Dominion of Canada be urged to appropriate the necessary moneys to provide for a representative exhibit of Canadian products and manufactured goods at this exhibition,

And be it further resolved: That copies of this resolution be sent to the Premier of the Dominion of Canada and to the Minister of Agriculture.

In presenting this to the Hon. Sydney Fisher, Minister of Agriculture, the representative of the Association was informed that the Government would be pleased to

take every measure possible for an adequate representation of Canadian industries.

The Hon. Mr. Fisher has arranged for some 22,000 square feet of space, which is double the amount first contracted for, and it is now believed that Canada will have a representative exhibit at the Glasgow Exhibition.

Any information as to the exhibition or means for having exhibits there placed, will be gladly furnished by the Association.

Mr. Scott, who was at the Paris Exposition, is to be Canadian Commissioner at Glasgow and will arrive in Canada shortly to take up the matter with Canadian exhibitors.

## CANADIAN WALL PAPERS.

For some time Canadian manufacturers have been giving some attention to the possibility of exporting Canadian wall papers, especially to England. The difficulty has been that the width and lengths in which Canadian wall papers are made differ from the English.

Mr. Harrison Watson states that while this has presented a serious obstacle and while there has been need for modification of Canadian designs and for the carrying of stock, still he believes that at the present time there are certain openings for Canadian wall papers which our manufacturers could take advantage of with much success.

He has furnished the Association with the name and address of one of the largest jobbers in the trade, who is willing to handle Canadian papers.

Any information on this subject will be gladly furnished either by Mr. Watson or on application to the secretary of the Association.

## ACTIVE CANADIAN REPRESENTATIVE.

Mr. W. L. Griffiths, the Canadian Government representative at Cardiff, Wales, is one of the most active of our Canadian representatives abroad. He loses no opportunity of bringing to the notice of the English people the advantages of Canada, both as a desirable residence for intending emigrants and also as a manufacturing and commercial country.

The Cardiff papers have continually interesting articles on Canadian imports and the possibility of Canadian trade. They also have, from time to time, sketches of leading articles of interest in Canadian papers, all of which are inspired by our representative.

When in Canada last Mr. Griffiths stayed at the Association rooms for some time, and expressed his desire to assist in any way in the introduction of Canadian goods to the English market.

## BUILDING MATERIAL FOR VENEZUELA.

The Association is in receipt of an interesting letter from N. E. Anderson, of Venezuela, with respect to the possibility of trade in building material for that country.

In the month of October the greater part of Venezuela was shaken by a heavy earthquake and many buildings were entirely destroyed. The result is that the people there are now compelled to put up buildings of a more stable character than those formerly erected, and wood and iron will be largely used.

The writer is the British Vice-Consul at the port of La Guaira, and is anxious to see Canadian firms take up the question. He expresses willingness to assist in any way possible in securing orders for Canadian houses.

## TRADE OPPORTUNITIES IN LATIN AMERICA.

Vice-Consul Harrison writes to the Department of State from Asuncion that hats are imported into Paraguay from England, France, Buenos Ayres and Montevideo. The selling prices are twice as high as in the United States for the same class of goods. A derby hat, which costs about \$2 in the United States, sells in Paraguay for \$4 and sometimes \$5. Soft hats are very much in demand, and sell at even greater profits. The hats which have the largest sale are of good, but not of the best, quality.—Monthly Bulletin of the Bureau of American Republics.

## TRADE INQUIRIES.

During the past month inquiries have been received at the office of the Association from foreign firms who are anxious to be placed in communication with Canadian producers of the following articles:

Birch for cutting into veneers—length 6 to 8 ft., circumference 45 in. and upwards.

Canadian asbestos.

Casks made of beech wood.

Crude asbestos.

Fish. An English firm asks for the names of a few large fish exporters who ship Labrador and other dried cod to Levant ports direct.

Furniture. A firm in Gloucester would be glad to hear of Canadian firms in the furniture trade who require agents to take up the sale of Canadian furniture, bedroom suites, chairs, etc.

Potash.

Poultry. A Leeds firm wishes to hear from Canadian shippers of poultry.

Tallow.

Timber cutting. A Yorkshire firm would like to hear from timber-cutting firms in the



Parry Sound district with a view of arranging for supplies.

**Wood Pulp.** A firm in Hull has been inquiring for the addresses of the most important wood pulp mills in Canada.

A firm in England is desirous of obtaining agencies from Canadian houses for the sale of articles required and used by dyers, soap makers, druggists, explosive and rubber manufacturers.

A firm of produce merchants in Leith would be pleased to act as agents for Canadian shippers.

Inquiries have been received from British firms manufacturing the following articles and desiring to secure representatives in Canada :

Dressing for leather and canvas belting.  
Hammers.

Iron barrows.

Leather and rubber belting in all varieties.

Hose.

Picks.

Inquiry has also been received from foreign manufacturers who are anxious to be placed in communication with Canadian firms importing the following articles :

Boot and shoe dressings, creams, polishes, etc.

Explosives. Firms who are buyers of glycerine for making dynamite.

Wines and spirits.

#### REPRESENTATIVE AT GLASGOW.

The Association is in receipt of a communication from a gentleman, with good references, from London, England, desiring to represent some Canadian firms intending to exhibit at the Glasgow Exhibition. Any interested in this may obtain information on application to the secretary.

#### INQUIRY FOR CORN OIL AND GLUCOSE.

An inquiry comes from Mr. Harrison Watson, of the Imperial Institute, London, asking whether there is any corn oil produced in Canada, and, if so, whether it can be exported to the United Kingdom or not.

He also states that there are inquiries for glucose, considerable quantities of which are being imported from the United States, but that there are inquiries for this article from Canada.

#### WOOD HANDLES FOR ENGLAND.

The Association is in receipt of three samples of wood handles for a firm in England. The handles are small, made of hickory, and the inquirer desires to buy them in 100-gross lots, provided the prices and samples are satisfactory.

These may be seen at the office of the Association at any time, and the address of the inquiring party also had.

The inquiry comes from our indefatigable representative in London, Mr. Harrison Watson.

#### REPORT OF COMMERCIAL AGENT MR. C. E. SONTUM.

THE principal import to Denmark consists of all kinds of industrial productions and manufactured goods, machinery, etc. Production in great quantities is rarely to be found in Danish industry, the home market being too small, the natural trade district too limited, and especially the wages in Denmark are too high for this. That which Danish industry excels in is solid work and skilful, to which also on the part of some branches of industry comes the artistic character of the work.

#### CANADIAN TRADE IN SWEDEN.

The Association is in receipt of a letter from the Nordiska Import Aktiebolaget, of Stockholm, informing us of the opening by them of a warehouse for the display of the goods for which they are carrying agencies. They are very anxious indeed to secure the representation of some leading Canadian concerns as they believe that there is a good opening in that country. They state, however, that German commercial travellers are pushing their goods with much energy, and that unless advantage is taken very soon the market will be completely filled with German goods.

The secretary will be glad to furnish any information possible about this firm, and the lines on which they desire to do business with Canadian houses.

#### THE TRADE OF NORWAY IN 1899.

A comparison of the import value for the last ten years gives an increase from Kr. 191.6 millions in 1899 to 310.5 millions last year. From 1890 to 1897, but for a single year the import value varied between 200 and 208 millions. Since then the import value has risen by about 20 millions a year, from 1898 to 1899, even by 30 millions, this figure constituting, however, a point of culmination, the decline having already set in during the current year.

Among the imports grain is always on the top of the list, its value last year being higher than ever before, viz. 51.75 millions kroner. Next, as a rule, come dry goods, these being, however, for 1899 outrun by hardware and groceries, the import value of the former amounting to kroner 42,115,200. The import value of dry goods for 1899 is estimated at kroner 37,293,000 or about 1¼ million more than in 1898, and about 4,000,000 less than in 1897. As to groceries, the import value amounts to kroner 21,268,900, which means a figure less than that of the next preceding years.—Monthly report of Department of Trade and Commerce of Canada, September 1900.

#### CATALOGUES RECEIVED.

A complete set of carefully compiled catalogues have come to hand from Messrs. Ness, McLaren & Bate, of Montreal, telephone manufacturers. They manufacture

and carry a complete line of electrical and telephone instruments, and are now kept busy installing civic telephone systems in different parts of Canada.

The Cameron, Dun Manufacturing Co., of Strathroy, also sent their catalogues of wood turned goods, hickory, oak and wood ash handles, carriage turnings, and all kinds of wood turned goods. They call attention to the up-to-date character of their goods, and solicit liberal patronage.

A handsomely illustrated catalogue from the Dominion Show Case Co., of Toronto, has been received, outlining the different styles of show cases manufactured by them.

Messrs. J. S. Hamilton & Co., of Brantford, forwarded several copies of their pamphlet on Canadian wines.

The Canadian Packing Co., of London, furnished us with copies of a convenient pocket catalogue of the different articles manufactured by them in canned goods, lard, bacon, etc.

We have also to acknowledge the receipt of two handsome calendars from our members, namely, that of Heintzman & Co., the prominent piano manufacturers, of Toronto, and The John Morrow Machine Screw Co., of Ingersoll.

But, if the month has been noted for the receipt of any one class of catalogues, it has been those of smoke consumer manufacturers. The Association has been in receipt of several catalogues of different smoke consuming apparatus that are on the market. Most prominent among these is that of the Jones Under-Feed, manufactured by the General Engineering Co. of Ontario, and the Redpath-Reid Smoke Consumer, manufactured by The Jubilee Grate Bar Co., of Toronto.

#### THE MANUFACTURE OF STEEL RAILS.

Announcement is made that the Dominion Steel and Iron Co. will expend \$5,000,000 for the erection of a plant for the manufacture of steel rails and steel plates, and that the necessary funds have been provided for the purpose.

The expenditure of this large sum of money in Cape Breton will add greatly to the enormous enterprises that are being carried on by this company. It is expected to have the necessary work completed to carry on this branch within a year.

The manager of mines there estimates that there are not less than 200,000,000 tons of coal available for mining, and this large body will serve for many years, both for the needs of the steel-making plant as well as for export.

#### A BUSY ESTABLISHMENT.

The casual visitor to a town or city in Canada is seldom aware of the immense business that is being done by some of our manufacturing concerns. Often they form the very life of the municipality in which they are situated. So it is with the town of Levis, which is opposite the historic city of Quebec, where the big foundry of Carrier,



Laine & Co. is located. The writer had the pleasure of a visit through this establishment recently, and found every department working to its full capacity. The first room visited was devoted to the work of turning out pulp mill machinery. Here were some enormous pieces of metal work, in the form of presses for drying the pulp, etc. One piece loaded on the cars weighed 29 tons. Few heavier pieces of work than this have been made in Canada or the United States. It was for the power company at Shawinigan Falls. The boiler-making department was also very busy. The shipbuilding wharves were clear just now, but the increased attention being given to the St. Lawrence route means that these will soon be crowded with work.

It is not necessary to go in detail into the features of other parts of the factory, such as the moulding-rooms, the pattern department, the drafting-rooms, and show-rooms. The varied work of this foundry is a result of its location in a town where it is almost the sole industry, and where a similar factory in a city would buy many articles for use in manufacturing. Mr. Carrier has to make all these himself.

### THE METRIC SYSTEM IN RUSSIA.

It is probable that the metric system will be introduced before long in Russia. The bill which has been prepared to this effect by the Minister of Finance has received the approbation of the State Council, with the understanding that the university and the various scientific societies will give their assistance in the verification of the weights and measures necessary for commercial use. The details have been nearly all decided upon, and will be submitted to the council in the near future.—Monthly Bulletin of the Bureau of American Republics.

*The year 1900 leaves the Association with over three times the membership it had at its beginning.*

### BRITISH DIRECTORIES.

**Messrs. Kellys' Directories, Limited,**  
LONDON, ENG.,

Announce the preparation of Post Office London (Eng.) Directory (102nd Annual Edition). Also Directories of every city and town in Great Britain. For particulars re advertising, etc., apply W. P. Dent, Mgr. Dominion Branch, 71 Victoria St., Toronto.

### CHEMIST.

**H. C. Roller,**  
101 Tyndall avenue, TORONTO.

Technical Chemist.

Commercial analysis of raw and finished materials. Valuation and utilization of waste products. Processes investigated and developed. Correspondence solicited.

### SOUTH-AFRICAN DIRECTORY.

**Messrs. Kellys' Directories, Limited,**  
LONDON, ENG.,

Announce the preparation of General Directory of South Africa. Highest award, Gold Medal, Paris, 1900. For particulars re advertising, etc., apply W. P. Dent, Mgr. Dominion Branch, 71 Victoria St., Toronto.

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**Messrs. Kellys' Directories, Limited,**  
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Announce the preparation of Merchants, Manufacturers and Shippers' Directory of the World (15th Edition); Engineers, Iron and Metal Trades Directory (Great Britain), 9th Edition; Watch, Clock and Jewellery Trades Directory (Great Britain), 7th Edition. For further particulars re advertising, etc., apply W. P. Dent, Mgr. Dominion Branch, 71 Victoria St., Toronto.

## FOREIGN TRADE PAPERS.

Any foreign trade journal whose announcement appears under this heading has inserted a similar announcement in its columns stating that a line addressed to the Canadian Manufacturers' Association will put the writer in touch with Canadian manufacturers in every line.

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## MEMBERS' BUSINESS DIRECTORY.

The attention of members is invited to the desirability of having a business card inserted under one or more headings in the following column. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business. A ready reference to the industries represented in the Association is by this means possible.

### ACCOUNT BOOKS.

**The Brown Brothers, Limited,**  
51-53 Wellington West, TORONTO,

Manufacturers of Account Books, Leather Goods, etc. Stationers and Bookbinders.

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**David Maxwell & Sons,**  
ST. MARYS, ONT.

Manufacturers of Harvesting Machines, Stock Raisers' Implements and General Farm Machinery.

### ASBESTOS.

**The Eureka Mineral Wool & Asbestos Co.,** 136 Bay street,  
TORONTO.

Asbestos Cement, Paper, Mill Board, Wick, Rope, Pipe and Boiler Coverings, Packings, etc.



**BANK AND OFFICE FITTINGS.****The Globe Furniture Co., Limited,  
WALKERVILLE, ONT.**

Counters, Screens and Metal Work for same;  
Standing Desks, Dado, Doors and General  
Interior Finish; Store Fixtures.

**BELTING—LEATHER.****The Beardmore Belting Co., Limited.**

Manufacturers of Leather Belting. Dynamo  
and Double Driving Belts our specialty. Write  
for discounts.

TORONTO, ONT., 39 Front St. East.  
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TORONTO.**

Manufacturers "Laminated" and "One Piece  
Rims" for Bicycles, Motor Carriages, Sulkies,  
etc. Mud and Chain Guards.

**BILLIARD TABLES.****Samuel May & Co.,  
74 York street, TORONTO.**

Billiard Table Makers.  
Billiard and Pool Ball Turners.  
Billiard Cue Makers.  
Billiard Cloth Importers.

Send for Catalogue and Price List.

**BOILERS—WATER TUBE.****The Canadian Heine Safety Boiler Co.  
Esplanade, Opposite Sherbourne St.,  
TORONTO.**

Water Tube Steam Boilers for all pressures,  
duties and fuels. Marine and Stationary, from  
50 to 600 horse-power units.

**BRASS GOODS.****The Robert Mitchell Co., Limited,  
MONTREAL.**

Manufacturers of Brass Goods for plumbers,  
gas and steam fitters. Gas and Electric Light  
Fixtures, Ornamental Brass and Iron Work.

**BRUSHES AND BROOMS.****Boeckh Bros. & Company,  
TORONTO.**

Manufacturers and Exporters of Brushes,  
Brooms, Woodenware and Display Tables.

**The MacLean Publishing Co., Limited,  
MONTREAL AND TORONTO.**

Publishers of "The Canadian Grocer," the  
grocery and general store paper of Canada.  
The only exclusively grocery paper in Canada.  
Advertisements of brushes and brooms in this  
medium bring splendid returns.

**CARPETS.****The MacLean Publishing Co., Limited,  
MONTREAL AND TORONTO.**

Publishers of "The Dry Goods Review."  
Only paper in Canada devoted exclusively to  
dry goods, millinery, men's furnishings, hats,  
caps and clothing trades. Good carpets prop-  
erly advertised in this medium are easily sold.

**The Toronto Carpet Manufacturing Co.  
TORONTO. Limited.**

Manufacturers of Wool and Union Ingrain  
Carpets and Art Squares, Axminster Carpets  
and Rugs; Smyrna Whole Carpets and Rugs.

**CHEESE.****A. F. MacLaren Imperial  
Cheese Co'y, Limited,  
51 Colborne St., TORONTO, CANADA.**

Manufacturers of MacLaren's Imperial Cheese  
in White Opal Jars. Importers and Exporters  
of Foreign and Domestic Cheese.  
Cable Address, "Dairymaid."

**CHILDREN'S VEHICLES.****The Gendron Mfg. Co'y, Limited,  
TORONTO, CANADA.**

Makers of Child en's Vehicles, Reed and  
Rattan Furniture.

**CLOTHING.****E. Boisseau & Co.,  
Yonge and Temperance Streets,  
TORONTO, CANADA.**

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Brand Clothing," Men's, Youths', Boys' and  
Children's Clothing.

**CONFECTIONERS' MACHINERY.****Fletcher Manufacturing Company,  
TORONTO, CANADA.**

Onyx, Marble and Silver-plated Soda Water  
Fountains; Bakers', Confectioners' and Cooks'  
Tools, Machines, Utensils and Supplies;  
Waxed Paper Julep Straws.

**COPPER WORK.****The Booth Copper Co., Limited,  
TORONTO, CANADA.**

Coppersmiths and Metal Spinners.  
Brewers', Distillers' and Confectioners' Cop-  
per Work.

**Coulter & Campbell,  
155-157 George St., TORONTO.**

Manufacturers of Distillers', Brewers' and  
Confectioners' Copper and Brass Work.  
Marine, Dyers', and Varnish, Copper and Brass  
Work. Metal spinning work to order.

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TORONTO, MONTREAL and WINNIPEG.**

Manufacturers of Corrugated Iron, painted or  
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or length up to 10 ft.

Our Corrugated Iron is pressed, not rolled,  
consequently corrugations fit accurately.

**CREAM SEPARATORS.****The Raymond Mfg. Co. of Guelph,  
GUELPH, ONT. Limited.**

Manufacturers of the "National" Cream  
Separator and "Raymond" Sewing Machines.

**DISTILLERS.****Hiram Walker & Sons, Limited,  
WALKERVILLE, ONT.  
And London, New York, Chicago, Atlanta,  
Mexico City, Victoria, B.C.  
"Canadian Club" Whiskey.****DRESSINGS—LEATHER.****Domestic Specialty Co.,  
HAMILTON, ONT.**

Manufacturers of Blackings, Dressings, Dyes,  
Stains, Waxes, Bottom and Edging Inks and  
Rubber Cement.

**DYERS AND FINISHERS—SPECIAL.****The Merchants Dyeing and Finishing Co.,  
Liberty St., TORONTO. Limited**

Dyers and Finishers of all classes of Woolen  
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Canada or Europe. Also Japanese Silks.  
Correspondence solicited.

**ELECTRICAL APPARATUS.****The Canadian General Electric Co.,  
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TORONTO. PETERBOROUGH.  
Branch Offices—Halifax, Montreal,  
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We manufacture Electrical Machinery for  
Railway, Lighting and Power Installations.  
You would do well to consult us before pur-  
chasing apparatus.

**ELECTRICAL SUPPLIES.****The Canadian General Electric Co.,  
Limited,  
TORONTO. PETERBOROUGH.  
Branch Offices—Halifax, Winnipeg,  
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Electric Lighting Accessories, Railway and  
Construction Material of every description.  
Write for price lists, catalogue and general  
information.

**ENGINES AND BOILERS.****The Polson Iron Works,  
TORONTO.**

Engineers, Boilermakers, Steel Shipbuilders;  
Builders in Canada of the Yarrow and Moscher  
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Works and Office, Esplanade St. East.



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**FURNITURE—OFFICE AND SCHOOL.****The Canadian Office & School  
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TORONTO.**

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Perfect combustion obtained from any fuel,  
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Manufacturers of Bar Iron and Steel, Nails,  
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Mineral Wool for Insulation of heat, cold and sound in private residences, public buildings, cold storage, etc.

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Manufacturers of High-Grade Upright Pianos and Reed Organs and Automatic Piano and Organ Players.

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Coverings for Steam, Hot Water, Hot Air, Cold Water, Gas, Brine and Ammonia Pipes, Boilers, Heaters, Tanks, etc.

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Slate and Metal Roofing, Sheet Metal Work,  
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Fine Sterling Silver Flat and Hollow Ware,  
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Staple Silverware of all classes.

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Safford Radiators for Steam Heating.  
Send for Catalogue.

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effected.

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are Fire, Lightning, Rust and Leak Proof, and  
have been tested by years of service in all  
climates, everywhere giving thorough, lasting  
satisfaction.

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Established 1880.

TORONTO, CANADA.

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J. J. Cassidey, Editor and Manager.

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The Dry Goods Review.  
The Hardware and Metal Merchant.  
The Bookseller and Stationer.  
The Printer and Publisher.

**TRUNKS AND BAGS.****The M. Langmuir Manufacturing  
Co. of Toronto, Limited.**

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Sole dealers in "Underwood" Typewriters;  
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Limited.

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Manufacturers of All-Wool and Union Flan-  
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# INDUSTRIAL CANADA

ISSUED BY

The Canadian Manufacturers' Association.

Vol. I

TORONTO, JANUARY 21, 1901.

No. 8.

## MEMBERSHIP DIRECTORY.

Preparation to be undertaken at once.

ONE of the most important matters to which the Association will devote its attention in the immediate future is the preparation of its membership directory for the year 1901.

The membership of the Association has now reached a point which makes it highly representative of Canadian industries and the preparation of the Index will also lead to the inclusion of many other manufacturers as members of the Association.

Consequently, the membership directory to be prepared will be one highly representative of the manufacturing industries of Canada, and will be of the greatest value for the purpose of distribution to foreign inquirers. The last directory which was issued is still being sought for every day by parties interested in Canadian trade, and practically all copies have been distributed.

The following are the features of importance in connection with the next Trade Index :

1st.—Distribution : The issue will be at least 15,000 and possibly 20,000 copies. It will be distributed to all inquirers at the Glasgow International Exhibition.

2nd. It will be distributed to all inquirers relating to Canadian manufacturers at the Pan-American Exposition.

3rd. It will be sent to all important Chambers of Commerce, or Boards of Trade in the British Empire.

4th. It will be sent to every British Consul, and to every commercial agent of the Canadian Government.

5th. Advertisements will be placed in some of the leading trade papers abroad to the effect that a list of Canadian manufacturers will be furnished free to any parties interested in the importation of Canadian goods.

6th. Arrangements will also be made for a wide distribution in Canada on terms yet to be arranged for.

2nd.—Contents : 1st. The book will comprise some 400 pages and will be handsomely bound, ready for distribution as above.

2nd. Introduction to Canadian industries will be given, outlining the development of these, and some features of the leading industries at the present time.

3rd. An alphabetical list of the members of the Association, giving each member 36 words in which to give his name and address and the leading articles that he manufactures.

4th. The registered cable addresses of the members.

5th. A list of articles manufactured by the members, the names of these articles to be printed in English, French and Spanish, and under each article the manufacturers of each.

6th. Display advertisements of manufacturers desiring to give fuller information about the goods which they produce.

It is to be noted that membership in the Association entitles a manufacturer to be enrolled in the alphabetical list of members; to be enrolled in the part giving the registered cable addresses, and to be classified under every article manufactured by him, free of charge. The only insertion for which a charge is made is the special advertisements in the book.

The importance of a work of this kind can be appreciated at a glance. It will be looked upon not as a complete list of manufacturers, including all, large and small, arranged indiscriminately, but will be looked up to as a list of the leading manufacturers, including those who are interested in the promotion of Canadian trade through united effort.

Further, membership in the Association gives a prestige to manufacturers, and enables parties, especially those in foreign countries, to deal with the names that appear in a publication of this kind with more than usual confidence.

It is unnecessary to further describe the arrangements for the issue of this directory. Full information will be placed in the hands of our members, and they will be asked to give all the assistance they can in providing for adequate classification of their goods.

The importance of publishing a work of

this kind abroad can be readily seen. The directory is undertaken, not for the purpose of deriving revenue, but for the sole purpose of advancing Canadian industries as a whole, and members and manufacturers will have confidence in submitting a full classification for their goods in a work which is conducted by themselves, and for themselves.

## THE PAN-AMERICAN EXPOSITION.

The Honorable the Minister of Agriculture has definitely announced that the Dominion of Canada will take part in the Pan-American Exposition at Buffalo.

The time for arrangements is somewhat short, but a special Canadian building will be erected, which will form a rendezvous for Canadian visitors to the Exposition, and special assistance will be given to the Provinces in order to have as representative an exhibit of Canadian articles as possible.

The Government is at present considering the appointment of a Commissioner to represent Canada, and then definite arrangements can be made for the securing of space for the Canadian exhibit.

## NOTICES.

- 1.—Regular monthly meeting of the Executive Committee, Tuesday, February 12, at 2 p. m., in Council Chamber, Toronto Board of Trade Building, Toronto. Any member of the Association is cordially invited to attend.

Luncheon, prior to the meeting, at Webb's from 1 to 2 p. m.

- 2.—An evening meeting to discuss the Metric System, Wednesday, January 30, at 8 p. m., in the Council Chamber, Board of Trade. Mr. Jeffrey Burland, of The Burland Litho. Co., Montreal, and Mr. Arthur Harvey, of Toronto, will open the discussion. A large attendance of members is desirable to take part in this important discussion.

- 3.—Meeting of the Institute of Chartered Accountants of Ontario, at Canadian Institute Building on Richmond St., February 14. A paper will be read by Mr. David Hoskins, C.A., "Points on Commercial Arithmetic." Members of the Manufacturers' Association are cordially invited to attend.



## SOME ARTICLES IN TRADE JOURNALS

On File at the Office of the Association which may interest you.

- Accidents to Workmen.—Iron Age, December 20, page 19.
- Agriculture, Horse and Cattle Breeding in Japan.—Commerce, December 12, page 938.
- American Competition, a German Estimate.—Export Implement Age, January 1901, page 34.
- Australian Colonies, Commercial Development.—Canadian Manufacturer, December 21.
- Austria, Trade with.—Report of Department of Trade and Commerce, page 189.
- Agricultural Exports of Argentina.—South American Journal, December 20, page 729.
- Architects, The Practical Education of.—Canadian Architect and Builder, December 1900, page 236.
- Australia, Imperial Federal Finance in.—Commerce, December 19, page 998.
- Bacon Curing.—Meat Trades' Journal, December 27, page 840.
- Blast Furnace Work, A Century of.—American Manufacturer, January 3, page 1.
- Blast Furnace Slag for Fertilizing.—American Manufacturer, January 3, page 12.
- British Trade in the Netherlands, Competition with.—Board of Trade Journal, December 20, page 630.
- British Trade with Switzerland.—Commerce, December 26, page 1035.
- British Trade with the Dutch.—Mercantile Guardian, December 21, page 29.
- Blast Furnace Gases in Gas Engines.—Iron Age, December 20, page 19.
- British Trade with Switzerland for 1899.—Textile Recorder, December 15, page 262.
- Business Men in Parliament.—Dry Goods Review, January 1901, page 40.
- Cotton Dyeing, Printing, etc.—Textile Recorder, page 264.
- Cotton Goods in China.—Textile Recorder, December 15, page 262.
- Cotton Waste, The Uses of.—Textile Recorder, December 15, page 288.
- Canals and Commerce.—Commerce, December 19, page 993.
- Canal Across the Isthmus of Panama.—American Trade, December 15, page 33.
- Chrome Mordanting of Wool.—Canadian Journal of Fabrics, December, page 358.
- Cotton Plant.—Textile Recorder, December 15, page 282.
- Cold Storage in Chicago.—British Consular Reports, 1900, United States.
- Ceylon, Trade of.—Commerce, January 2, page 17.
- Coffee Growing.—South American Journal, December 20, page 728.
- Canada's Northern Forests.—Commercial, January 5, page 428.
- Copper Industry of Lake Superior.—Iron Age, January 3, page 48.
- Commercial Education in Scotland.—United States Consular Reports, January 1901, page 85.
- Commercial Travelling in Canada.—Dry Goods Review, January, page 158.
- Church Architecture in Northern France.—Canadian Architect and Builder, December 1900, page 237.
- Drying Textile Fabrics by Stationary Cells.—Canadian Journal of Fabrics, December, page 356.
- East African Protectorate.—British and South African Export Gazette, January 4, page 411.
- Electric Furnaces for Laboratory Use.—Iron Age, January 7, page 22.
- Electric and Shafting Driving, Relative Advantages for Shop Use.—Canada Lumberman, January, page 12.
- Foreign Coins, Weights and Measures, Values of.—United States Consular Reports, January 1901, page XI.
- Freight Revision Begun.—American Manufacturer, December 27, page 498.
- Flax Spinning, Modern.—Textile Recorder, December 15, page 276.
- Fruit and Butter in China.—United States Consular Reports, January, 1901, page 40.
- Gas Engines at the Beginning of the 20th Century.—American Manufacturer, January 3, page 10.
- Gas Still the Cheaper Fuel.—American Manufacturer, January 3, page 13.
- German Market for Furniture.—Furniture Trade Review, January 10, page 65.
- Hudson's Bay Company.—Dry Goods Review, January 1901, page 112.
- Hat-Making in Canada.—Dry Goods Review, January 1901, page 156.
- Honduras.—Commerce, January 2, page 22.
- Industrial Crisis Pending in Germany.—United States Consular Reports, January 1901, page 62.
- Industrial Conditions in Mexico.—Textile Recorder, December 15, page 263.
- Iron Ore Industry of the Lakes.—Iron Age, January 3, page 51.
- Industrial Arbitration.—Iron Age, January 3, page 15.
- Interstate Commerce Commission.—Iron Age, January 10, page 17.
- Jute Industry in India.—Textile Recorder, December 15, page 262.
- Lloyd's.—Commerce, December 19, page 996.
- Labor Legislation in New Zealand.—United States Consular Reports, January 1901, page 110.
- Labor and Manufacture, Conditions of, in Germany.—United States Consular Reports, January 1901, page 72.
- Latin America, Trade Opportunities in.—Bulletin of the Bureau of American Republics, December, page 1258.
- Mexico, Industries of.—Textile Recorder, December 15, page 286.
- Montreal, Exports From.—Monetary Times, January 4, 1901, page 860.
- Machinery and Labor-Saving Devices in the United States.—Board of Trade Journal, page 663.
- New Machinery and Apparatus.—British Trade Journal, December 1900, page 39.
- Nitrate of Soda.—American Fertilizer, December 1900, page 255.
- Ornamentation, Sources of.—Canadian Architect and Builder, December 1900, page 229.
- Ore Mining, First Half Century of Lake Superior.—American Manufacturer, January 3, page 7.
- Patent and Trade Mark Laws of United States.—Iron Age, December 20, page 46.
- Phosphorus From Rock.—American Fertilizer, December 1900, page 261.
- Puddling, Chemical Phenomena of.—American Manufacturer, December 27, page 494.
- Pneumatic Tools and Appliances in Foundry Service.—American Manufacturer, January 10, page 38.
- Railroad Discrimination.—Monetary Times, December 21, page 792.
- Rail Finishing Process, Kennedy Morrison.—Iron Age, December 20, page 16.
- School of Practical Science, A Brief History.—Canadian Architect and Builder, December 1900, page 228.
- Steam Engines and Generators, Direct Connected.—Iron Age, January 3, page 1; January 10, page 1.
- Siberia, Future Possibilities of.—United States Consular Reports, January 1901, page 46.
- South Africa, Commercial Retrospect for 1900.—British and South African Export Gazette, January 4, 1901, page 41.



- South-African Market for Electrical Machinery.—British and South African Export Gazette, January 4, page 397.
- South American Trade.—Canadian Manufacturer January 4, page 9.
- Shoe Trade of America.—Bulletin of the Bureau of American Republics, December 1900, page 1281.
- Steam Turbines.—American Manufacturer, December 20, page 469.
- Sheep, The Ideal for the Woollen Manufacturer.—Canadian Journal of Fabrics, December 1900, page 365.
- Steam Engine Indicators, Apparatus for Testing Dynamically.—Iron Age, December 20, page 13.
- Steam Turbines.—Iron Age, December 27, page 6.
- Ship Subsidy Bill of United States.—Iron Age, December 27, page 18.
- Trade Mark Laws of Japan, New.—Textile Recorder, December 15, page 280.
- Textile Patterns, Development in Former Centuries.—Textile Recorder, December 15, page 271.
- Textile Threads, Preparation for the Loom.—Textile Recorder, December 15, page 270.
- Trade of Uruguay for 1899 and Part of 1900.—Textile Recorder, December 15, page 263.
- Trade and Industries of 19th Century.—British Trade Journal, December, page 5.
- Weaving Industry of India.—Textile Recorder, December 15, page 286.
- West Africa, Commercial Outlook.—Commerce, December 26, page 1044.
- Weighting of Worsted Fabrics.—Dry Goods Review, January 1901, page 74.
- Wool, a Great Trade Factor.—Dry Goods Review, January 1901, page 76.
- The World's Wool Production.—Canadian Journal of Fabrics, December, page 353.
- Worsted, Serges, Woollens; Designs and Markets.—Textile Recorder, December 15, page 268.
- Warp Figures, Production of on Cloth.—Textile Recorder, December 15, page 269.
- Worsted Spinning Processes and Machinery.—Textile Recorder, December 15, page 277.

## THE EXECUTIVE COMMITTEE.

AN ORGANIZATION MEETING.

A SPLENDID representative meeting of the Executive Committee of the Association was held in the council chamber, Board of Trade Building, Toronto; Tuesday, January 8, at 2 p.m.

A large number of the members had also attended the luncheon held at Webb's at 1 p.m. and came over together to the meeting. The luncheon affords an opportunity for the members to have a somewhat preliminary discussion of some of the features of the agenda paper, and so greatly facilitates the despatch of business when the meeting is called.

Mr. P. W. Ellis, president, was in the chair. Other members present were: Messrs. George Booth, W. C. Breckenridge, F. Stanley, J. F. Ellis, F. H. Wright, Thos. Roden, A. W. Thomas, Geo. H. Hees, J. Hewton, E. R. Clarkson, E. G. Gooderham, W. K. George, Wm. Stone, J. P. Murray, J. O. Thorn, E. C. Boeckh, W. K. McNaught and J. M. Taylor.

Communications were read from Robt. Munro, Montreal, J. A. Hagar, D. W. Karn and others, expressing regret at being unable to attend the meeting of the committee.

### MADRAS CHAMBER OF COMMERCE.

A letter was read from the Madras Chamber of Commerce, which submitted the following resolution for the consideration of our Association:

"That, considering the critical condition of the tea and coffee industries, this Association do communicate with the Indian Tea Association, the Ceylon Planters' Association, the Indian Chambers of Commerce and the leading firms of merchants

and brokers interested in tea and coffee, etc., in this country and in England and her colonies, with a view to ascertaining whether a movement in favor of a commercial combination of Great Britain and her colonies and India against the world (which would, by a system of preferential duties, afford some protection to British-grown products and manufactures), would receive support."

The letter concluded as follows:

"It is felt that there is a strong and growing feeling in England and her dependencies and colonies in favor of what may be termed an Imperial Fiscal Federation for the protection of British interests as against those of the rest of the world. The Association is desirous of eliciting your views on the subject to cooperate for the purpose of submitting memorials to the Home Government and other Governments concerned, and would be glad of your advice as to the precise form such memorials should take.

"If you have already made any move in the direction indicated, a copy of your proceedings would be welcome."

Resolved, that the secretary be empowered to forward to the Madras Chamber of Commerce resolutions already passed by our Association bearing on the subject of preferential trade within the Empire.

### INDUSTRIAL EXHIBITION.

A letter was also read from Mr. H. J. Hill, manager and Secretary of the Industrial Exhibition Association, asking for the appointment of seven additional representatives from the Canadian Manufacturers' Association to the Industrial Exhibition Association.

The letter was received, and it was decided that it should be referred to the Exhibition Committee to report as to the selection of these seven additional representatives, so that they might be appointed in such a way as to be most representative of the leading exhibiting industries.

### SOUTH AFRICA.

A letter was read from Mr. J. O. Thorn, drawing the attention of the Association to the appointment of a Trade Commissioner to South Africa, and expressing the hope that means would be taken to have him visit the Association rooms.

It was resolved that the secretary should write to Mr. Cummings, the Commissioner to South Africa, and place the rooms and facilities afforded by the Association at his disposal in making any arrangements to come in touch with shippers desiring to do an export trade to the South-African market.

### ELECTIONS.

Mr. F. B. Hayes handed in his resignation as representative of the Association on the Toronto Technical School Board. This resignation was accepted.

Resolved, that the nomination of a successor be placed in the hands of the Committee on Technical Education.

Mr. Frederic Nicholls wrote expressing his regret that numerous business engagements prevented his retaining the position of chairman of the Tariff Committee, and formally handing in his resignation. The resignation was accepted, and it was moved by Mr. J. P. Murray, seconded by Mr. E. C.



Boeckh, that Mr. Geo. H. Hees be appointed chairman of the Tariff Committee.—Carried.

#### ANNUAL MEETING.

A communication was read from the Montreal manufacturers extending a hearty invitation from the Montreal branch to the Association to hold the next annual meeting in the city of Montreal.

The matter was favorably discussed by a number of the members present, but, as no attention had yet been given to the annual meeting, it was resolved to hold over this invitation to be dealt with at a later date.

Mr. Jno Ritchie, of Messrs. Jno. Ritchie & Co., Quebec, boot and shoe manufacturers, wrote asking what steps should be taken towards securing the affiliation of the Quebec Boot and Shoe Manufacturers' Association with the whole Canadian Manufacturers' Association.

It was resolved that the answer to this communication should follow on the lines laid down by the report of the Membership Committee to be presently submitted.

The report of the Railway and Transportation Committee was presented, and its adoption moved by Mr. Murray, seconded by Mr. Gooderham.—Carried.

#### TECHNICAL EDUCATION.

The secretary presented the report of the Committee on Technical Education, outlining the memorandum which had been submitted on this subject. The details of this memorandum are given in another column of this issue.

Moved by Mr. Ellis, seconded by Mr. Stanley, that the report be adopted.

Mr. Thorn drew attention to the criticism of the memorandum that was being made by certain parties representative of the labor organizations, and moved that the secretary endeavor to arrange a conference between our Committee on Technical Education and that of the trades and labor organizations in this city, so that a full discussion would be possible, and settlement made on lines that would provide for the formation of the most suitable system of technical education in Canada.

#### MEMBERSHIP COMMITTEE.

Mr. J. P. Murray presented the report of the Industry and Membership Committee. It was embodied in several parts as follows:

1st. A recommendation that the 37 members of the Montreal Manufacturers' Association, who were not members of the Canadian Manufacturers' Association, be now accepted as members. Their names are given in another column

2nd. Announcement of the withdrawal from membership of the following firms: Messrs. McColl Bros. & Co., Toronto; Stone & Wellington, Toronto, no longer manufacturers; The National Cycle and Automobile Co., Toronto, amalgamated with the Canada Cycle and Motor Co. and the Royal Electric Co., amalgamated with the Canadian General Electric Co.

3rd. Announcement that the committee had not adopted a general definition of a manufacturer which should determine all cases of application for membership, but recommended that no application for membership should be submitted to the Executive until recommended by the Membership Committee, and that in this way each application would be carefully judged by the Membership Committee.

4th. Recommendation to the Executive that arrangements should be made for the formation of local branches, with a committee to deal with local matters, having a chairman and honorary secretary; all fees, however, to be paid to the central treasury, and disbursements to be made therefrom. That, however, where there was a local board it might be permitted to draw upon the central Association to the extent of 10 per cent. of the fees paid by the members of such local branches, but that for all expenses outside of this amount the consent of the central Executive must be obtained, or the liability assumed by the local board itself. Further, that such local boards should have power to deal with any local matter coming before them, but that in discussing any matter of general interest the results of their deliberations should only be made public through the general secretary of the Association.

5th. Recommendation was made that the Association should discuss in the near future the feasibility of the adoption of the metric system in Canada, and it was further recommended that the Reception Committee should arrange for a special evening meeting for the discussion of this subject.

6th. The Executive Committee is recommended to have appointed certain members of Parliament who would keep a watchful eye on legislation affecting manufacturers' interests, and who would have information of all bills introduced in the Dominion Parliament, so that our Parliamentary Committee might be informed of all legislative matters of interest.

Moved by Mr. J. P. Murray, seconded by Mr. J. M. Taylor, that the report be adopted.—Carried.

#### RECEPTION COMMITTEE.

Mr. Roden presented the report of the Reception Committee, announcing arrangements for the holding of an evening meeting for the discussion of the metric system, possibly on the evening of January 25, with Mr. Arthur Harvey, of Toronto, and Mr. Jeffrey Burland, of Montreal, to open the discussion.

The report further intimated that communication was being had with the Cramp Ontario Steel Co., and the Dominion Iron and Steel Co., with a view to having lectures from representatives of these firms on the important work which they expect to do in connection with the Canadian iron and steel industry.

Mr. Roden moved the adoption of the report, seconded by Mr. Stone.—Carried.

The secretary presented a report outlining first, arrangements in connection with the Trade Index;

Second, progress in connection with the Patent Act;

Third, monthly returns of Trade and Commerce, and the price at which these were to be issued;

Fourth, the advisability of sending The Labour Gazette to our members.

Resolved that the executive endorse the proposition of the secretary with reference to the Trade Index, and that the matter be left in the hands of the secretary and the committee having the matter in charge for full treatment.

The matter dealing with the Patent Act was referred to the Parliamentary Committee for action thereon.

With reference to the distribution of the monthly reports and The Labour Gazette, it was moved by Mr. J. F. Ellis, seconded by Mr. W. K. McNaught, that the Association send to its members the monthly reports of Trade and Commerce provided these were not at a greater rate than \$1 per annum, and The Labour Gazette at 20c. per annum, until August 1, 1901.

After considerable discussion this resolution carried.

Mr. Hees introduced the question of submitting a memorial to the Government advising the appointment of a Trade Commissioner to England.

Mr. Hees moved, seconded by Mr. McNaught, that this be referred to the Commercial Intelligence Committee to be brought up at the next meeting of the Executive.—Carried.

Mr. Thorn moved, seconded by Mr. McNaught, that a meeting of the Toronto members be called at as early date as possible to provide for the election of a committee to look after matters relating to the local interests of Toronto manufacturers.

The meeting then adjourned.

#### GREAT SPRUCE AREAS.

The reports of the Northern Ontario exploration parties, which are now being received by the Department of Crown Lands, give encouraging statements of the existence of spruce north of the height of land. It has been known for some time that there was some pulpwood in this region, but the reports of the surveyors have shown that with the exception of comparatively small burnt areas in places the spruce extends in a dense mass all the way to James' Bay. As the latter is approached, however, the trees become smaller. The discovery is heralded as an omen of future great paper and pulp industries in the northland, and as establishing still further our claim to possessing the greatest amount of raw material for paper of any country in the world.



# TRADE COMMISSIONER FOR ENGLAND.

Valuable Suggestion by Mr. Geo. H. Hees.

AT the last regular meeting of the Executive Committee of the Association, Mr. Geo. H. Hees, of the large firm of Geo. H. Hees, Son & Co., Toronto, and chairman of the Tariff Committee of the Association, introduced for discussion a subject of great importance to the manufacturers of Canada; namely, the advisability of urging upon the Government the appointment of a Trade Commissioner for England.

In discussing this matter Mr. Hees spoke as follows:

"I desire to draw the attention of the Manufacturers' Association to a matter of great importance to every manufacturer and shipper in Canada; namely, the advisability of suggesting to the Government the appointment of a Trade Commissioner in England on the same lines as has been already done in Australia.

"Every exporter who has ever tried to find a market for his goods in England has felt the need of some such office as would be connected with a Trade Commissioner in order that he might be supplied with the information that is so necessary. At present he has to go single-handed and alone, groping for customers, and, after he has covered the ground as well as he can, is compelled to leave, feeling that he has left undone much that he might have done had proper facilities been at his disposal, such as would be afforded by a Trade Commissioner acting under the Dominion Government.

"We all know the splendid trade that has developed between Australia and Canada, and we can safely say that 75 per cent. of the business now being done between that country and Canada is due to the zeal and energy of our Trade Commissioner, Mr. Larke.

"An office fitted up in London, to be the headquarters of Canadian exporters, with all the information that is necessary to assist manufacturers and others in securing prospective customers, would undoubtedly meet with success greater in proportion to the much vaster population of the Mother Country."

Mr. Hees then outlined his proposition as follows:

"The appointment of a Trade Commissioner to Britain, with headquarters at London, would be a forward step in the direction of largely increasing the export trade of Canada, and would prove very popular with the manufacturers and producers of this country.

"The appointee should be a Canadian conversant with all sections from the Atlantic to the Pacific.

"To equip and furnish him for his work he should visit all the leading trade centres

in the Dominion and meet the various boards of trade and merchants interested in the advancement of Canadian trade.

"An office should be opened in London, furnished entirely with Canadian furniture, carpets, etc., with a sufficient staff to answer all inquiries in regard to Canadian trade matters.

"London being the centre of the world's business, the Commissioner could easily ascertain the possibilities and probabilities of trade between other foreign countries and Canada.

"It would be the duty of the Commissioner to visit trade centres in Britain, such as Liverpool, Manchester, Birmingham, Leeds, Glasgow, Dundee, Aberdeen, Cardiff, Belfast, Dublin, etc., and to come into touch with the various Chambers of Commerce in these cities.

"It should be the object of the Commissioner to assist in bringing merchants in Britain and other foreign countries into close relations with the manufacturers and shippers of Canada, and for this purpose a well-equipped bureau of information should be maintained, the function of which would be to supply any needed information concerning foreign markets, the goods sold therein, the requirements of the markets and the names of the principal buyers in Britain and various parts of the world. Foreign merchants should be furnished with any desired information about goods that are manufactured or produced in Canada. A comprehensive directory of merchants in every part of the world should be kept, with full particulars about the lines of goods they handle, and with information as to whether they are interested in Canadian merchandise or not. These merchants would be brought in direct contact with the manufacturers and producers of Canada. Those who deal in Canadian goods and desire to increase the range of their business in this line, and who wish to be informed concerning Canadian goods which they could sell to advantage, should be invited to make their wants known to the Commissioner, with the assurance that their inquiries would receive prompt and careful attention.

"Samples of any merchandise wanted might be sent to the Commissioner. These samples could be placed in the hands of Canadian manufacturers who supply such goods, and would enable them to know exactly what is wanted by the buyer, and to submit prices and terms more intelligently.

"The Commissioner would be able to answer inquiries relative to shipping to any foreign countries either via Britain or direct from Canada.

"A trade index of those who manufacture

goods suitable for export should be kept as follows:

"1st.—An alphabetical list of manufacturers and merchants, with a brief enumeration of the articles they manufacture and deal in, and other information helpful to the buyer.

"2nd.—The names of manufacturers and merchants grouped according to the articles manufactured and dealt in, an arrangement that will be of much assistance to the buyers who wish to find manufacturers and merchants in any particular line.

"3rd.—The registered cable addresses of those whose names are contained in the index."

GEO. H. HEES.

Mr. Hees drew attention to another important matter, of which he spoke as follows:

"I would also suggest that the Association ask the Government to recall Mr. Larke from Australia and post him on present conditions in Canada, as it is six years since he went out to Australia, and he has not since returned to Canada to take note of the great changes that have taken place in that period.

"Notwithstanding that Mr. Larke has been handicapped by his lack of intercourse with the manufacturers and exporters of Canada, he has succeeded in building up an enormous business. But how much more could he do if he returned and met the different exporters and manufacturers in all the various parts of Canada, and obtained from them up-to-date information as to the products which they are prepared to offer for sale. Could he then return to Australia, armed with this up-to-date information, he would have something new and original to present to prospective customers there, and the influence of such personal contact would at once be seen in the large trade which would result.

"We all know that great changes in the business world have taken place during the last six years, especially among manufacturers, and, unless a Commissioner meets with the manufacturers every year, or year and a half, and learns what is going on, he soon becomes obsolete, and from necessity talks ancient history.

"I would further recommend, if we succeed in inducing the Government to appoint a Trade Commissioner in England, that we should have him first become thoroughly posted as to the ability of Canadian firms at present to compete for foreign trade, and that once he has established his office he should return annually to confer with manufacturers and shippers in the various parts of Canada."

This important subject will be discussed by the Commercial Intelligence Committee, and finally dealt with at the next regular meeting of the Executive Committee, on Tuesday, February 12.



# TECHNICAL EDUCATION.

MEMORANDUM SUBMITTED TO MINISTER OF EDUCATION FOR THE PROVINCE OF ONTARIO—  
COMMISSION TO DEAL WITH THE SUBJECT ASKED FOR.

THE manufacturers now realize that there is possibly no subject of greater importance to the development of their industries than the subject of technical education. Upon the skill and ability of their employes depends to a great extent the degree of advancement to which their factories will proceed.

Realizing the importance of this subject, the Canadian Manufacturers' Association appointed a sub-committee of its Ontario members to take up this subject. In so doing it felt it was acting not merely for the Province of Ontario, but ultimately for the whole of Canada. It was necessary that the question should be taken up in a broad way, but our Canadian constitution provides that matters of education are to come under the scope of Provincial Governments, and so the question has to be taken up with the local Administrations separately.

The result of the deliberations of the committee on this subject is given in the following memorandum, presented to the Minister of Education for the Province of Ontario. It points out the importance of the subject, and the need for improvement.

It also refers to many of the chief difficulties met with in framing a system of technical education, and calls upon the Government to appoint a Commission who will prepare a report which should form an authoritative basis of action.

The resolution was presented to the Minister by a small deputation, among whom were the following: Messrs. P. W. Ellis, president; Dr. J. O. Orr, of The Prince Piano Co.; S. M. Wickett, of Messrs. Bickell & Wickett; R. Y. Ellis, of Messrs. P. W. Ellis & Co. and the Secretary.

The President referred to the difficulty he experienced in securing skilled help, and to the fact that he had been compelled to bring many of his skilled employees from Germany and other countries.

Mr. R. Y. Ellis and Dr. Orr referred to the conflicting views held by different parties as to what should constitute a system of technical education, and pointed out that, as a result, practically nothing was done.

Dr. Wickett referred to the example set by Germany and to the wonderful development that had there taken place in industrial activity, largely as the result of the increased efficiency attained by her workmen through their better system of education.

The Minister of Education expressed his deep interest in the subject, stating that he believed it by far the most important educational problem of the day. He explained in detail the work being done, and

assured the representatives that he would bring it before his colleagues at the earliest possible date.

The memorandum was as follows:

The Canadian Manufacturers' Association in annual meeting assembled, after a careful and thorough discussion of the question of technical education and its relation to the progress and industrial development of our country, unanimously adopted a resolution which has been already forwarded to you asking the Ontario Government to appoint a Commission to thoroughly investigate the subject of technical education in its relation to the needs of the Province of Ontario and report on the lines upon which a system should be organized for the Province.

In view of the steps that have been taken already by your Government to assist in securing technical instruction in our Province, our Committee on Technical Education is confident that it does not require to advance arguments why technical instruction should be provided. The policy adopted by your predecessor in office, the Hon. G. W. Ross, and by yourself, has shown that you are seized of the paramount importance of a thorough system of technical education in promoting the industrial prosperity of our country. We congratulate the Province upon this fact. For us, therefore, it remains but to discuss with you what practical measures are to be taken to secure the results which we all in common desire.

It is then, briefly, the view of the manufacturers that the first step in this direction should be taken by the appointment of a Commission to thoroughly investigate the subject of technical education with special reference to the needs of Canadian industry. This Commission, after hearing the views of all parties interested in the subject, and thoroughly considering the case, should submit a definite report outlining what subjects should be comprised in a course of technical education in our Province, what the relation of such a course should be to the public school system and how far the public school system could lead up to the proposed technical schools, the relation of the Province to such schools, and, also, the relation of municipalities. In short, to prepare a definite report that would form an authoritative basis for action by your Government and the municipalities. The reasons that we advance in support of this request are as follows:

In the first place, our attention has been irresistibly drawn to the fact that in our Province very slight progress has been made in this direction, and that despite the

careful and painstaking investigation of the subject made by many eminent educationists. The Premier of the Province, the Hon. G. W. Ross, delivered an important address on this subject. President Loudon, of the University of Toronto, dealt with this subject in his convocation address a year ago. Mr. Miller, Deputy Minister of Education, and Mr. Bernard McEvoy have both submitted careful reports on the subject and on the system in vogue in the United States. The Toronto Board of Trade a year ago made an exhaustive inquiry into the subject and published an admirable report. The Committee of the Toronto City Council and the Technical School Board have also given attention to the subject with very indifferent results.

The Legislature of our Province has made provision for the giving of assistance to high schools that provide for instruction on technical subjects and has promised liberal support in this direction, yet, aside from the education of the public mind with regard to this subject, a matter of no slight importance, little progress has really been made with our system of technical education, and there seems, under present conditions, little prospect of any definite results being realized for some time. Hence we submit that the present plans for instruction along technical lines are disconnected, and do not present a complete plan for a system which shall not only meet present needs but also anticipate and introduce new trade developments.

The principal reason for this is, no doubt, the fact that, despite all the study and attention given to the subject, there has been no one man or body of men invested with sufficient authority to thoroughly examine the different and sometimes conflicting views advanced, to weigh them and give them their proper importance, and to map out a definite line of action. This, we believe, is what is needed at the present time. In any municipality there are the most conflicting views as to the subjects that should comprise a technical school course, one class of men holding that a certain range of subjects should be taught, another class opposing this view and substituting other subjects; one party insisting only upon night classes, another declaring in favor of day instruction as well, and so on with many other points of dispute. The consequence is that the municipalities at the present time are doing practically nothing on a subject that is of most vital importance.

This fact is most lamentable, especially in view of the progress that the industries of Canada are making, and the increasing



need for educated employees and junior managers. The opportunities before Canada to attain to a position of power in the commercial and manufacturing world are greater than they have ever been before, and whether she will attain to that proud position to which we look forward or not will largely depend upon the degree of intelligence with which our Canadian workmen are to be equipped; in other words, upon the excellence of our system of technical instruction. As a first step towards securing it, our manufacturers feel that the appointment of a Commission to lay out a practical programme adapted to Ontario's needs and not beyond our reach at the present time would be of the greatest assistance; therefore this recommendation is strongly urged upon your Government for consideration.

It is not necessary here to go into detail and point out the views of the manufacturers upon this subject of technical education. Should your Government see fit to appoint the Commission for which we ask, our manufacturers through their Association will give the subject their closest attention and will lay before the Commission the fullest information as to their views and the lines upon which they think progress should be made. In the meantime we desire only to point out some broad general principles which we regard as essential to a system of technical education in our Province.

First—That the increasing importance of the industries of Canada and the keenness of industrial competition the world over demand that now in our country technical education should be regarded as an integral part of our general educational system and that it should follow naturally as a complement to our public school system.

Second—That technical schools should provide for day instruction as well as for night classes, and that for entrance to the day schools a certain standard should be required.

Third—That the training given in the technical school should be as practical in nature as circumstances will permit.

Fourth and finally—That the manufacturers of this Province are prepared to recognize and assist any adequate system of technical education worked out on these lines. That they will in every case prefer to draw their employees from the pupils of these schools so that successful pupils could look forward to employment in good positions in our manufacturing establishments as prizes to be won through diligent application to their work, and further, that, the manufacturers will give every encouragement to the best pupils in such schools to visit their factories, and so place them in a position to decide as to the lines to which they would desire to devote themselves. This would give an enthusiasm and interest to boys to prepare themselves for such positions by following a course in a technical school and nothing could aid more to their success.

## LOCAL BRANCHES.

### BASIS FOR THEIR ORGANIZATION.

FOR some time the advisability of establishing local branches in connection with the Manufacturers' Association has been engaging the attention of the members of the Executive Committee. It was felt very strongly that at the present time what is wanted more than anything else is a strong Dominion organization of such a character that manufacturers in all parts of Canada could be brought together in one body.

Further, there was a feeling that the division into local branches would lead to duplication of work and consequently division of revenues so as to ultimately injure the end to which the Association was working.

On the other hand, members in different sections were strongly of the opinion that local organizations, having power to deal with local matters, and to make recommendations on subjects of general importance, to the Executive, would be an immense strength to the Association.

The recommendations of the Membership Committee, which were adopted by the Executive Committee, now form a basis for action.

Briefly, the lines laid down indicate that what is most required is a strong central organization, and that its maintenance as a national association is absolutely necessary. At the same time it provides for local branches whose hands are free to treat local matters in a way that best suits their own interests.

All members in any locality will be members of the central organization, and pay their fees direct to the same, in this way avoiding any duplication of work with collections in different localities. Wherever manufacturers of a locality desire, facilities will be afforded for them to form a local branch, with a chairman and honorary secretary, to deal with local matters.

As certain expenses will necessarily be incurred, the proposition has been made that such local boards can draw upon the central Executive to the amount of 10 per cent. of the fees paid by the members of such local branch. This will cover the ordinary expenses of postage, stationery, room for meeting, etc.

In case, however, it is necessary for any matter of more than local interest to be taken up, and should a larger sum of money be required, the consent of the central Executive must be obtained for the expenditure of such money.

It is not, of course, to be inferred that local boards shall discuss only local matters, but, in case that a discussion takes in subjects of general interest, it is to be understood that the result of deliberations shall be made public only through the general secretary of the Association, so that at no time there may be opposing deliverances of different branches of the Association until

the central Executive has opportunity of dealing with the same.

If present members of our Association in any locality are desirous of forming a local branch, they will be accorded every facility along the lines laid down as above, and the secretary of the Association will be glad to be present at any such meeting to assist in the work of organization.

## PURSuing FOREIGN TRADE.

COMMERCIAL journals abound just now with articles presaging dark things for the foreign trade of British manufacturers in the near future unless they heed the advice that is therewith bestowed upon them. It is pointed out that into many fields, where formerly the British exporters held supreme and almost undisputed sway, the representatives of German and American firms more particularly are making alarming incursions. Usually the trade of the German or American house in such places grows, not because they offer cheaper or better goods, but because they are at greater pains to study the peculiarities of taste and style of these markets, and to observe and conform with the local prejudices in regard to methods of conducting business.

It is stated, too, that British manufacturers lose much by not using foreign standards of weight and measure and value in making quotations. His German competitor quotes prices in familiar terms, and laid down. This saves the buyer all trouble of calculating transportation charges, etc. and of making the necessary transferences.

The following statement of the case against the British manufacturer is by a correspondent of South Africa.

"If we at home are to benefit by our connection with South Africa our leading men must bestir themselves; they must follow the example of their American colleagues and not think it *infra dig* to take a hint from their youth and their vigor. . . Boldly, fearlessly the British manufacturer must announce his plans, his specialties, his prices. He must compete for the very good reason that those in Africa who have the giving of orders do not and must not allow their prejudice to interfere with their duty. If Americans can supply bridges and fit them up in the necessary time at half—or at all events much under—the cost which Britishers charge for the same work, then they (the Britishers) must look around, find methods of reducing their charges, be content with lesser profits and quicker returns. When they do this there is a chance for them in the markets of the world. . . The giving of contracts to America may be characterized as abominable, deplorable, regrettable and so on, but if our manufacturers do nothing to secure the work their grumbling will be of little avail."

If these alleged causes are as operative as they are said to be in diverting trade to other channels there should be a lesson in them for our Canadian manufacturers seeking to do export business. For the most part they could be overcome by taking care to learn the peculiarities of different markets and by adopting business methods to suit them.



# THE METRIC SYSTEM.

Important Discussion of Decimalization of Weights, Measures and Currency.

THE great feature of industry and commerce at the present time is its world-wide character. Whereas a short time ago business and industry was limited by municipalities, and then again until late years by nations, the business of the present time may be described as world-wide. Merchants and manufacturers of every country are looking anxiously abroad for foreign markets, and are straining every nerve to have the arrangements, fiscal and otherwise, be of such a character as to most facilitate the despatch of their business with foreign countries.

On this account more than usual attention is being directed at the present time to the question of the adoption of the decimal system in weights, measures and currency.

At the present time these vary from country to country, and render the carrying on of foreign trade exceedingly cumbersome and uncertain.

Furthermore, attention is being directed to this subject at the present time in Great Britain, in Russia and in the United States, and it seems necessary that some special attention should be given to it in Canada at the present time. There are those who think at least that within the British Empire itself there should be uniformity as to standards in weights, measurements and currency, especially at a time when two new Commonwealths are likely to be formed under the British flag.

No doubt great inconveniences attend a change from one system to another, and the Manufacturers' Association has decided to discuss the matter with some care. Consequently, they have arranged for the evening of Wednesday, January 30, for the discussion of this subject.

Mr. Jeffrey Burland, of the Burland Litho. Co., Montreal, and the British-American Bank Note Co., Ottawa, and Mr. Arthur Harvey, of Toronto, will open the discussion, pointing out the advantages of the system, and the practical difficulties to be encountered in putting the same into operation. The meeting will then be thrown open for a full discussion of the subject.

The meeting will be preceded by a supper at 6.30 p.m., and every member who can attend is cordially invited to be present.

A year and a half ago this subject was discussed by the Canadian Manufacturers' Association and a report prepared by a committee. The following is the report then submitted, and which brings forward some features of discussion which were then considered to be important:

There can be no difference of opinion as to the superior convenience of a decimal system in making any kind of computation, but when the expense of changing the entire standards of weights, measures of extension and measures of bulk, together with providing new containers for liquids, is taken into account, it is found to involve a present cost computed at about two million dollars. So far as retail transactions are concerned, they would be much complicated by the fact that there is no common unit of departure in converting pounds, ounces and grains into kilogrammes and grammes, nor from yards, feet and inches to metres and centimetres.

The Canadians, about forty years since, changed the currency from Halifax pounds, shillings and pence, to dollars and cents; this was easily effected. The pound became four dollars, a shilling twenty cents, and half-penny tokens are to-day in circulation as cents. This change has proved entirely convenient and useful.

In 1880, the Government of the day enforced an Act, passed in 1873, altering the standard of liquid measure from the wine gallon of 231 cubic inches, to the Imperial gallon of about 277 $\frac{1}{4}$  inches.

Though affecting liquids only, the cost of new measures and containers rendered useless by the alteration was computed to be half a million dollars. The expenditure was in no way beneficial, throwing us out of line with the peoples of the North-American continent, while liquids from Britain, such as oils, etc., are sold by weight and not by the gallon.

It would appear that in any case such a change as is under consideration should be preceded by a thorough course of instruction in all schools throughout the Dominion.

Your committee note that for years metric standards have been legalized in Great Britain and the United States, with which countries Canada does over ninety per cent. of her external trade, and it would therefore seem prudent that we should wait until metric weights and measures are the common standard of domestic as well as foreign trade among the English-speaking people before taking any decided steps in the matter.

So far as wholesale import transactions are concerned, it is thought that little difficulty is found in translating foreign moneys, weights and measures into existing Canadian standards, those requiring this knowledge being but a few hundred of persons; but for common, everyday buying, selling, making, measuring and weighing,

millions will have to be educated before any benefit can be derived.

The most serious objection to the existing system is that it prevents the development of export trade to countries using metric weights and measures.

## THE GLASGOW EXHIBITION.

THE Canadian Government has definitely decided to take an active part in the Glasgow International Exhibition, to be held during the present year at Glasgow. The Exhibition opens May 1 and will continue for about six months.

The Canadian Government, through the Honorable the Minister of Agriculture has secured a considerable amount of space, including some 9,000 square feet in the main building, and some 10,000 square feet for the erection of a Canadian building outside.

This space is not so large as was at the disposal of Canadians at the Paris Exposition, but it is more compact, and will, it is believed, afford facilities for a better display than was possible at the Paris Exposition.

The Canadian Government has also displayed great energy in securing a most favorable site for the Canadian building, it being immediately at the main entrance to the Exhibition grounds.

Mr. W. D. Scott, who was the representative at the Paris Exhibition, has been appointed Canadian Commissioner, and is now arranging for the exhibits of Canadian manufacturers and exporters at the Glasgow Exhibition.

The Government gives free transportation from point of shipping and is anxious in every way to afford facilities for the adequate display of such goods as may find a market in the Motherland. Those exhibitors who do not care to have a special representative at the Exhibition will have their exhibits cared for by the officials appointed by the Government.

We trust that every effort will be made by our Canadian manufacturers to take advantage of this most exceptional opportunity to bring to the notice of the consumers in Great Britain the excellence of Canadian products at a time when great attention is being directed to Canada in matters of Imperial politics and defence.

Any information about the Exhibition will be gladly furnished by the secretary of the Association.

Members will kindly inform the Secretary if they do not receive the full files of The Labour Gazette, as it now goes to all members.



# STEEL MANUFACTURE AT COLLINGWOOD.

Lecture by Mr. Walter Kennedy, Mechanical Engineer of the Cramp Ontario Steel Co.

ONE of the objects which the Canadian Manufacturers' Association is keeping steadily before it is the policy of encouragement to Canadian industries. The Association hails with delight the establishment of new factories and industries in Canada, as it tends to increase the opportunities for employment to Canadian workmen, and so to vastly increase the home market for every class of manufactured articles.

Following this policy, the Association endeavors to bring to prominence any new and important industries being established in Canada, and so extended an invitation to The Cramp Ontario Steel Co., now establishing a large smelting works at Collingwood for the manufacture of steel, to have one of their representatives discuss before the Association their plans for the development of the steel industry at Collingwood. The invitation was accepted by the company, and Mr. Walter Kennedy, their mechanical engineer, and also consulting engineer for several large steel works in the United States, on Thursday evening, January 17, gave an outline of the work of the company to a large audience in the rotunda of the Toronto Board of Trade.

Mr. Kennedy is a recognized authority on the steel industry in America, and many prominent manufacturers were present to hear him discuss the plans of the company at Collingwood.

Mr. P. W. Ellis, president of the Association, occupied the chair, and introduced the speaker in a few words as follows:

"We are assembled together this evening to listen to an address by Mr. Walter Kennedy, of The Cramp Ontario Steel Co., Limited. Subject: 'The Steel Industry in America.' Any information respecting the industrial development of Canada is of special interest to the members of the Canadian Manufacturers' Association, and, indeed, to the people of Canada generally. We believe our decennial census, or stock-taking, about to be taken will reveal a remarkable increase in our industries. Our attention has been especially directed lately to the establishment of a number of important enterprises; among which might be mentioned the Clergue works at the Sault, the Dominion Iron and Steel Works in Cape Breton, The Shawinigan Power and Pulp Works in the Province of Quebec, and The Cramp Iron and Steel Works at Collingwood. We have started the 20th century with these and other important industries, ready for active operation, creating new centres of population and additional means of employment for our young Canadians. It behoves our Dominion and Provincial Governments to

exert every effort to assist our industrial activity; it is our best immigration policy, and the public of Canada whose attention is more than ever directed to its importance must continue to favor the purchase of Canadian-made goods, thereby assisting to multiply to a marked extent the opportunities of employment. We cannot overestimate the vast possibilities of our future, and they are as varied as they are great. Our country possesses important natural advantages. There is a wide field of opportunity open in every direction. We have an abundant variety and richness of raw material available. All of which will only be brought into service by enterprise, capital, inventive skill, intelligent application of energy, and the general support of our people. The consumption of steel (the subject which interests us this evening) is increasing at a remarkable rate, and is constantly being adapted for so many new uses that we may look forward to its great growth continuing, and we are very desirous that Canada should take a leading part in its production."

Mr. Kennedy on rising to speak expressed his pleasure at the opportunity thus afforded him of addressing so influential an audience, though his modesty disclaimed any ability as a speaker. His work had been rather to do things than to talk about them. He referred to his experiences in China when he was employed there a few years ago as metallurgical engineer by the Chinese Government. At that time the iron works established some six years previously by the Government had been only a source of expense, and their daily output was about five tons. He found that everything in connection with the works was in a state of confusion, the result of utter incompetence and corruption. It was his duty to bring order out of this chaos and in the face of the most serious opposition and persecution by the local mandarins who saw a fruitful source of perquisites being thus destroyed. Much serious opposition also arose because of the offence that a Chinaman's religious prejudices find in any mining or quarrying operation which disturbs the virgin state of the soil. Mr. Kennedy was successful in overcoming opposition and difficulties to a sufficient extent to raise the output from five tons daily to 60 tons daily. He related, in passing, many interesting and amusing incidents illustrating the peculiarities of Chinese customs and manners of thought.

He then dealt briefly with the development of the blast furnace in America—going back 20 years or so, the old charcoal furnaces with an output of 50 or 60 tons daily

were the largest furnaces in operation. He could remember when Lowthian Bell came from England to the United States to see a blast furnace near Youngstown producing 60 tons a day. Ten years later a good output was 200 tons a day, while now 600 tons a day was turned out by at least 10 furnaces in America.

Speaking of the growth of the iron and steel industry in the States, Mr. Kennedy said that in '65 the total output of the United States was only 931,582 tons out of the world's production of 10,027,832. The furnaces then in vogue were of the charcoal kind; most of the ore was bog ore dug out of the ground, washed and treated in a primitive fashion. In order to provide fuel for the furnaces, wood-cutters were employed to cut cordwood; this was burnt into charcoal in heaps in the forest, and was brought to the furnace by teams and wagons. The furnaces were always situated on a hillside; charges were made up in the stock yards and dumped into the top of the furnace by means of a horse and cart. The blast furnace had one tuyere, and the blast impinged against the material inside through the tuyere opening. The air apparatus resembled a large leather fire hose. The blowing engines were also of a primitive kind. When the time for casting came, a bell at the furnace was rung and summoned everybody connected with the establishment, from forest and mine, which were generally adjacent, to take part in the operation. This class of furnace was succeeded by another type to some extent similar to the modern one, only a gang of workmen were employed on a charging platform some distance from the ground, and these men were being continually overcome by the gases from the furnace. A portion of this gas is carbonic acid gas, and had the same effect on workmen as an overdose of whiskey. It was quite a common thing to see several men stretched side by side on the grass gradually getting back their senses. One man had to be employed a distance from the furnace to watch the fillers to see that they were not overcome, so as to call for assistance to drag the men away. This has been overcome by improvements in the furnace. A modern furnace now equipped with up-to-date machinery is run almost entirely automatically. The filling is done automatically, the charging done on the ground level, and the gas that used to escape is used to heat the stoves and to furnish fuel for the boilers. Everything that can be done by power is done that way, and the iron, instead of being run into pig beds in the old-fashioned way, is carried in its molten



condition to the steel works or casting machines.

It was, however, discoveries of rich ore deposits at the head of Lake Superior that brought about such a great change and so many improvements in the industry in the United States. In 1854 we have the first record of any shipments from Lake Superior. The amount of ore used from that region was 3,000 tons. This figure was constantly increased, until last season it is estimated 19,000,000 tons of Lake Superior ore were smelted. The output of iron has increased from the figure already given in 1865, until now it is over 15,000,000 tons. But it is in steel that possibly the greatest improvements have been made. The discoveries of Sir Henry Bessemer in this direction revolutionized the iron trade and made it possible to use steel in many cases where iron would be an impossibility. The discoveries of Sir Henry Bessemer are too well known to repeat them. The discoveries briefly were this, that by placing the molten pig iron from the furnace in receptacles known as converters and subjecting the heated metal to a strong blast the impurities in the iron were burnt off, then inserting a certain quantity of magnesia the charge was converted into steel. Immediately Bessemer furnaces were erected to make Bessemer steel. The first converter was built at Johnstown, not far from Pittsburg. The converter itself is still in existence. A. L. Holley was the man who contributed more than anyone else to the development of the Bessemer industry in its early days. Immediately iron rails were replaced by Bessemer rails, as the Bessemer process made it possible to manufacture steel much cheaper than rod iron, while the material was much better. To make Bessemer steel, the best quality of ore is required, and the ores of Lake Superior furnish material for this purpose, they are so exceptionally pure and free from phosphorus and other injurious elements. The discoveries of Bessemer were followed later on by those of Siemens and Martins. Their method of making steel was to place the material in a hearth or furnace and subject it to intense heat, developed by the burning of regenerated gases. The heat from the burning gases impinged on the surface of the material and melted it away, thus getting rid of waste material, such as carbon and silicon, turning the charge into what is now known as open-hearth steel, which is the best grade of steel in common use, and which is now specified for all bridge work and structural work where forging is required. The open hearth process led the way to what is known as the basic process, which is a comparatively modern discovery on a commercial basis. The basic process in brief is that the furnaces, instead of being lined with bricks made up of fire clay, are lined with magnesia brick, and the charge in being converted into steel absorbs a portion of the magnesia lining, which combines with the phosphorous contained in the ore, and eliminates the phosphorus from the

metal, along with the slag. By this method it is possible to utilize ores high in phosphorus which hitherto had resisted the skill of the metallurgist.

The business in the United States has grown from a very small beginning, almost within the memory of most of us present, to be one of the greatest industries on the whole continent. Thousands of men are employed at the various works at Pittsburg. Approximately 15,000,000 tons of steel were made last year in the United States. The United States is now the foremost steel manufacturing country in the world.

It would be impossible for me to give you any idea of the vast number engaged in the operation. The Carnegie works alone in 1899 absorbed over 16,000,000 tons of raw material. In the mining, transportation and manufacturing operations this company provide for about 50,000 men and disperse yearly \$50,000,000 to its operative and administrative forces. This will give you some idea of the magnitude of the industry as far as one company is concerned. A number of other companies have grown from a small beginning which are approximately up to the Carnegie limit, such as The Federal, The National, Tin Plate, Steel Hoop and the American Wire Co.

I understand from good authority that the American Wire Co. sold between 25,000 and 30,000 tons of material in Canada. The facilities for turning out steel in the United States have been increased more during the past year than they ever have before which shows that steel-makers in the United States do not anticipate any overproduction. I do not anticipate dealing technically with this subject, for to deal thoroughly with any one branch would take an evening at least, for, on Bessemer steel alone, a volume have been written. The same is true of the effect of magnesia on the metal, improvement in steel-making, improvements in blast furnace, improvement in stoves, blowing engines and other apparatus. Any one of these subjects would be very interesting to anyone who has the time to make a special study of it, but to treat any of them in a hurried way would take more time than we can spare at present.

Mr. Kennedy then briefly described what the Cramp Company proposed to do at Collingwood: 'Our idea is to equip a plant there suitable for the present needs of the local markets, and, if possible, something additional will be exported to foreign countries.'

#### THE LATEST EQUIPMENTS.

"It will be equipped with machinery that is the latest and best of its kind for every department. The intention is to form an organization that will be capable of solving the different problems as they arise, just as Mr. Clergue and his associates have done at the Soo, and then encourage and branch out into any kind of business that seems

most profitable and will build up other businesses in the Province of Ontario. (Applause.)

"The most paying business we have in Pittsburg is the home trade. We ship a good deal of iron and steel abroad, but it has never been anything like the home market. Our plans for Collingwood contemplate the erection of four blast furnaces, one of which will be built immediately; ten open-hearth furnaces, four of which will be built immediately; and a blooming mill, which breaks down large ingots and produces the billet that may be put into any kind of finished article. (Applause.) There has been some talk of starting a wire rod mill, as the wire fence business is becoming a very large one in the western part of this country. There are many lines that could be developed to advantage, but we do not propose trying to do everything at the start. I don't think it possible to try to cover at first so large a ground as the Carnegie Steel Company. Even the Carnegie Company began in a small way, and developed with proper management and skill.

#### A SAFE POLICY.

"It is better to begin small and grow large, than begin large and grow small.

"Do I think Canada can compete with the United States in the manufacture of steel for export?

"This involves the question of coal," Mr. Kennedy answered. "It would be highly important to put soft coal on the free list, so that it could be brought to the works and there converted into coke, saving a very large amount of fuel that was wasted at the coke ovens. In the United States they were not up to the Germans in the economic use of coal. Every good German firm had its plant for the saving of by-products, and, if proper precautions were used, he thought it was possible in Canada to compete with the United States. (Applause.) The Carnegie Steel Company had lately purchased several thousand acres on the southern shore of Lake Erie, where they contemplated building steel works at a cost of several million dollars, so as to have their new works on the shores of the great lakes. If they could operate successfully at that point, there was certainly no disadvantage in coming a little further up the lake. There were many arguments now for assembling the raw material closer to the ore than the coal, because it required about only one-half as much coke now to make a ton of iron as it did some years ago, and the proportion now is about two tons of iron to one of coke.

"The consumption of fuel in the manufacture of iron has been cut down at least 15 or 20 per cent. in the last five or six years. The probability is that the reduction will continue, and if it does there will be another great argument on the point of cost. Duluth, I think, will become a great iron manufacturing centre. It may be some time, but it is very probable. All the locations on the lake shore in the Dominion of Canada will have a future of advancement



equal to that of Duluth and other points in the United States. There are some kinds of manufactures, like the manufacture of fine wire and dental instruments—things of that kind—that can never be manufactured in any part of the world as cheaply as in Pittsburgh, unless it is in China. The Chinese have facilities that should make them masters of the situation when it comes to the struggle for cheapness and the survival of the fittest. That may yet be a long time, unless God in His providence should ordain otherwise.

Mr. Kennedy then, in reply to a question by the chairman, said that their company proposed to employ from 1,200 to 2,000 men, but that a great deal would depend on the form in which the product should be finished. A ton of thin sheets requires many more men to produce it than a ton of rails or similar heavy material. But if the industry should be pushed with proper energy and business foresight, using every modern improvement, there is no reason why there should not be a growth in this industry in Ontario comparable to that in Pennsylvania.

In reply to other questions regarding the amount of coal and limestone required, and the different conditions for reducing magnetite and hematite ores, Mr. Kennedy said that as a rule magnetic ore required more coal to reduce. He considered the ore of Northwestern Ontario superior to that of the Kingston and Pembroke region, which contained too much phosphorus. If the ore was 60 per cent., about 1,700 lb. of coal to the ton was necessary, if the German process was used.

One result of the improvement of the process of reducing was that the most suitable location for assembling the coal and iron was gradually becoming nearer the iron and farther from the coal mines. Less coal than iron is now required to make a ton of iron, consequently it was more profitable to carry the coal to the ore than the ore to the coal.

Mr. Ellis in closing spoke of the increasing export trade of Canada, and what growth might result from the iron industry. We export very largely already manufactured goods of various kinds, but the possibility was great of increasing this amount enormously. With our enormous iron deposits in Cape Breton, right on the ocean side, we were surely as favorably situated for doing export business as Pittsburgh, whose freight rate to the ocean side by rail is now \$2.25.

A vote of thanks to the lecturer was moved by Mr. T. W. Gibson, Director of the Bureau of Mines, and seconded by Mr. J. O. Thorn, and heartily accorded by the audience.

The town of Collingwood is bidding fair to become an iron manufacturing centre of considerable importance. The works which The Cramp Ontario Steel Co'y intend to erect, it seems, are likely to be supplemented by a large wire and wire nail works. This latter project is proposed by a company of Pittsburgh capitalists. The intention is to convert the bulk of the output of the steel works into fencing wire, barbed wire and wire nails, and, if it is realized, the addition to the Ontario manufacturing industries will be one of great value.

## THE CANADIAN WOOLLEN INDUSTRY.

A SHORT time ago a letter appeared in one of our daily papers, signed by "Dry Goods Traveller," containing very serious charges against the woollen manufacturers of Canada, and stating that they did not maintain the standard of their productions, and so lost the confidence of the consumers. Further, that manufacturers filled second orders with goods which did not come up in quality to the stock and samples of the same lines placed on the market earlier in the season. The letter further goes on to say that this does not occur with British manufacturers, whose standard brands will be turned out by a manufacturer for generations.

The charges contained in this letter are of a most serious nature, as they tend to prejudice the people of Canada against the products of one of the most important of our Canadian industries. There is scarcely a town or village in Canada which has not a woollen factory of some size, and at many points important industries have grown up, employing hundreds of men. The growth, however, of the woollen manufacture has been attended with difficulties, owing to the unquestioned supremacy of British manufactured goods for many years, and to prejudice existing in their favor.

It is, therefore, singularly unfortunate that any person, particularly one who appears to be interested in pushing the sale of English goods, should adopt so unpatriotic a tone with respect to industries that are Canadian.

At the present time there are being imported annually into Canada \$8,000,000 worth of woollen manufactured goods, which we may yet look forward to having made in Canada by our own workmen. And what would this mean? It would mean business for at least 50 factories, employing 10,000 workmen, and supporting 50,000 people here in Canada.

The charges that are made in the letter of unfair dealings on the part of our woollen manufacturers are indignantly refuted by the manufacturers themselves. They state that in every line the strictest regard is paid to maintaining the standard of their productions, and the proof of this is seen when recognized excellence is now being attained by Canadian woollen goods. Further, the accommodation afforded by the Canadian manufacturer is greater, as he will fill repeat orders for goods at great inconvenience to himself, whereas an English maker would not make any second orders and would not send the goods unless he had them in stock.

At the present time it is practically impossible to tell an article of British manufacture from that produced in some of our own Canadian factories. But what of the

excellence of the woollen industry in England at the present time?

The following is an extract from The Wool and Cotton Reporter, giving an account of a meeting of the woollen manufacturers in Bradford, England:

"One stands aghast at the revelations made at a public meeting of Yorkshire manufacturers, merchants, shippers, dyers and finishers held in the city of Bradford last Thursday.

"The subject discussed was that of filling worsted coating with the object of giving them false weight, or so increasing their weight as to make buyers believe they are purchasing in reality an all-wool fabric, when in fact they are purchasing woollens saturated with chloride, or salts of zinc, lead, alum, epsom salts, flour, and goodness knows what.

"The price of worsted coatings is always based on the weight of the cloth per yard. Evidence was produced to show that worsted coatings, which, in the natural state, was 11 oz. to the yard, could be filled up to 13 oz.; one of 14 oz. up to 16 oz., and so on.

"Needless to say, the difference in price which is possible in this way is sufficient to make one man a millionaire, while the other goes to the wall."

The revelations attendant on this meeting have alarmed those engaged in the woollen industry in the United States, and different papers devoted to the wool industry have issued a note of warning to woollen manufacturers in the different States, to point out how impossible it will be to compete with the products of the English mills which are being weighted by poisonous materials, as shown at this gathering.

Now, if there is cause for alarm among the woollen manufacturers of the United States, who are protected by a duty of 50 and 55 per cent., and have been able to largely develop their business under this protection, is there not much more cause for alarm among Canadian manufacturers, whose protection against these articles is only 23½ per cent.?

These facts brought out in open meeting of the manufacturers of England show that the impression that English goods are in every case superior to Canadian goods is entirely false.

They further point out the necessity of cultivation in Canada of pride in the products of our own establishments, especially when these are being conducted along lines of improvement and progress, and when they have, with a slight degree of protection, to meet with such unscrupulous competition as that indicated above.



# Industrial Canada.

Issued about the middle of every month by  
The Canadian Manufacturers' Association.

INDUSTRIAL CANADA is sent free to all members of the Association. The fee for membership is \$10 per annum, payable in advance.

Subscription to non-members, \$1.00 per annum, payable in advance.

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SECRETARY,

Canadian Manufacturers' Association,  
Board of Trade Building,  
Toronto.

## TORONTO, JANUARY 21, 1901.

### Accurate Export Entries.

A matter that is of the utmost importance to manufacturers and shippers is the securing from time to time of accurate trade returns relating to the imports and exports of the country. It is in the interests of the exporters to extend their trade and to have the world know of their goods and the markets to which they are sent.

The only way in which this can be accomplished is to have export entries properly made and filed with the Government officials, where they will be classified and the details published each month.

Further, it is in the interests of the country that we should export not so much the natural resources as our manufactured articles, and it is the duty of the Government to gather the facts together for the benefit of the whole country. But this cannot be done if those exporting fail to make adequate reports, that is, to fill out accurately and intelligently their export entry form. For instance, cases are frequently found where the export entry makes lambs worth 37½c. each; butter 3c. per lb., and eggs 5c. per doz., or lumber \$1 per 1,000 ft. Entries of this kind are being continually made.

Now, the law provides that the value of the goods exported shall be the actual cost,

which includes both the cost of material and the labor put on the article, but, in filling out entry forms, sometimes the value is mis-stated, other times the quantity, and consequently it is impossible for the Department at Ottawa to publish accurate and reliable reports if they are furnished with export entries of this class.

There is another import matter, namely, that the entries should be legibly written, so that the mistakes in compilation will be few.

Lastly, the country to which goods are exported should always be given, but, as a matter of fact, at present it is very rarely done by shippers. They bill their goods to some little town or port, and it is practically impossible for the clerks engaged in the work of compilation to readily determine in many instances the location of the port of destination.

Therefore the form of the entry should be carefully made out to show the country to which exported, as well as the actual town for which the goods are destined, and when goods are shipped to any foreign port, through the United States, this fact should be stated, thus, for example: "Exported to Great Britain via United States."

These points are important. Their bearing may not always be clear to the shipper, but if he expects to have accurate trade returns it is necessary that he should assist by making out his export entry papers as accurately as is possible.

**A Correction.** We have in this issue to thank The Canadian Manufacturer for kindly drawing our attention to an error in our December issue. In outlining the plans for the issue of the next membership directory, to be prepared by the Association, and referring to the distribution of the last membership directory at the Paris Exposition, it was stated that, while many admirable books on the resources of Canada were prepared by the Government, "no book was, however, prepared on manufacturing, and the only publication bearing upon Canadian manufacturers was the Index prepared by the Association and there distributed to the number of 4,000."

This statement, of course, does not take exception to the many handsome catalogues that were distributed by individual exhibitors, but it would have been more accurate had it stated that no book was "prepared and distributed," in view of the fact that certain volumes on manufactures in Canada were on file in the Canadian building at the Exposition.

It is hoped that any misconception which may have arisen through this statement will now be removed.

At the Paris Exposition a need was felt for some general work on Canadian manufactures for the purpose of general distribution, and INDUSTRIAL CANADA believes that the Government should do something in this direction, as it distributed

handsome pamphlets on agriculture, horticulture, etc.

We have, therefore, pleasure in making this correction, and desire to thank The Canadian Manufacturer for kindly drawing our attention to the matter, and trust that any of our members will feel that any suggestions that may be offered by them are equally welcome.

### French Duties on Canadian Goods.

A matter of great importance to many of our members at the present time is the question of the duties imposed by the French Government on goods entering that country from Canada.

There is at present before the French Chamber of Deputies a bill for raising the duties on all kinds of hardware articles from all foreign countries, and this bill is well supported by the French manufacturers and their Parliamentary representatives, and will require a very serious effort to prevent its passage.

It is thought, however, that the Canadian Government could take up the matter of reduction of the tariff, and, backed by the Canadian agent at Paris and the British Chamber of Commerce there, could have considerable influence in preventing the passage of such a bill.

The United States has already formulated a treaty with France, which provides for a reduction of duty on many articles entering France from the United States, and it is most desirable that every effort should be made to see that at least as favorable terms are extended to Canadian goods as to those going into France from the United States.

The matter will receive the attention of the Commercial Intelligence Committee of our Association.

### Higher Commercial Education.

The subject of higher commercial education is one of increasing interest and really of great importance. Industrial organization has become so intricate and complex, with the multiplication of large concerns and the necessity of systematizing and controlling the labor of thousands, as to require men with more than the rudiments of commercial education; in fact, specialists in training and knowledge. The demand for a broad technical education for commerce is very reasonable, and, in some of the older industrial communities, it seems likely that steps will soon be taken to have such demands met. Birmingham University has in hand the organization of the curriculum for a faculty of commerce which they propose to establish. The Chamber of Commerce of Birmingham very heartily endorses the proposal, and has suggested that in the early stages of the development of this faculty the university might aim at a course of instruction of the same relative standard in the subjects included as those of the B.A. and B.Sc. degrees.



## GROWTH OF MANUFACTURING IN CANADA.

VERY considerable attention has been directed of late to the growth that has taken place in Canadian trade and commerce, and to the very considerable increase in the exports from this country. The general impression is that, so far as exporting is concerned, Canada exports only raw materials, or her food products, which are directly products of our Canadian farms. As a matter of fact, however, while the total export of Canadian goods has increased at a very rapid rate, the export of manufactured articles has increased very much more largely.

In 1868, the first year after Confederation, the total exports from Canada amounted to \$57,567,888. In 1899 this had grown to \$158,896,905.

The growth of export of manufactured goods during the same period was from \$2,100,411 in 1868 to \$12,823,972 in 1899.

The following table will illustrate how this growth has been made. In each case the amount of exports in 1868 is represented by 100, and the amounts of total exports and of exports of manufactured goods at quinquennial periods following are represented by numbers proportional to 100.

The table is as follows:

TOTAL EXPORTS.	MANUFACTURES EXPORTED.
1868.....100	1868.....100
1873.....154	1873.....172
1878.....138	1878.....224.5
1883.....170.5	1883.....196
1888.....157	1888.....220
1893.....206	1893.....404
1898.....285.5	1898.....565
1899.....276.5	1899.....610.5

## TECHNICAL EDUCATION.

Secretary, Canadian Manufacturers' Association, Toronto.

My dear Sir—I have read over the memorial to the Minister of Education and think we should recommend that the Commission should visit the technical schools of Germany.

Commercial development has made most progress in Germany and its marvelous advances have awakened universal recognition. By it the scattered States, of baronial characteristics and their dependent agricultural tenantry, have sprung into a united, great, powerful manufacturing and commercial nation. Where agriculture was the principal pursuit, now factories with their thousands on thousands of employes have formed cities.

This development has been from three causes—native enterprise, system of education and government help under proper guidance. The first we have. In the second we have schools, as Germany had, and perhaps better schools than they, but,

while our schools are complete in old classical curricula, we have not made any effort to train our young men to think about industrial occupations. We must follow the Germans in teaching how to produce and how to sell.

We want training schools of two kinds. There should be the manual school for those who are not fitted or able to take the higher courses. This should be followed by the technical school. The manual schools would embrace the general use of tools for all classes of industry and would fit a boy for a trade suitable to his qualifications. The technical school would continue the work of the manual school and teach the more abstruse details of production.

In no country in the world can all this development be so well exemplified as in Germany and it would be well if the Commission appointed by the Government should be members of the International Industrial Conference for Commercial Instructions, which meets from year to year. The last meeting was held in Venice, Italy, in May 1899.

The British Chambers of Commerce are all moving for more advanced commercial education. The London Chamber of Commerce grants certificates after examination.

But, while what is being done is all good work by one of the Provinces of Canada, it is really a federal matter and should receive attention from the Federal Government in Canada, as it has done in Germany. Local effort will always be narrow and controlled by narrow influences.

I think it was Sir Michael Hicks-Beach who said, "If those with whom the interests of our trade and commerce lie were thoroughly educated for the work they have to do."

It is a question of "can" and "could." We know what we "can" do with what we now have, and incipient as this movement is for proper commercial and industrial education it gives an insight into what we "could" do if our country were properly supplied with manual and technical schools, —not expensive buildings, but governed by the ablest professors and equipped with the best and most modern appliances.

Yours truly,

JAS. P. MURRAY.

## DEATHS.

Since the appearance of our last issue, the hand of death has removed two members of firms in our Association.

Mr. Alex. Jardine, president of The Pure Gold Mfg. Co., died very suddenly at his residence on Davenport Road, early Sunday morning, December 30. The deceased was one of Toronto's best known and most highly respected business men. He began his commercial career in St. John, N.B., but came to Toronto over 30 years ago. For some years he was a member of the firm of Sloan, Jardine & Mason. In 1870 he

organized The Pure Gold Mfg. Co., of which he has been president ever since.

The death of Mr. Wm. Polson, superintendent of The Polson Iron Works, removed one of the most active and energetic men in industrial and mechanical circles in Toronto. Mr. Polson started life as a mechanical engineer, and has been ever since actively connected with his chosen profession. In 1883 he established the iron works which bear his name, and which have grown from a comparatively humble beginning to be an industry known throughout the whole country.

Both of these men were highly esteemed and respected in Toronto business circles, and their loss will be widely deplored.

## BOOTS AND SHOES.

Inquiry has just been received from a large house in England, buying for Australian trade, for names of Canadian makers of boots and shoes, to be shipped direct to Australia. They state that United States makers are taking hold of the market, and that the opportunity for introducing Canadian-made shoes is good.

Any information will be gladly furnished through the office of the Association.

## CANADIAN RUBBERS.

Mr. Watson, of the Imperial Institute, writes that there has been a great scarcity of rubbers (or goloshes, as they are called in England) of late, as they have become very popular, but all that are being supplied come from the United States, mostly from the Boston Rubber Co.

The demand is, of course, intermittent, but he believes that Canadian firms should be able to supply the trade as well as United States houses, and hopes that Canadian makers will not neglect the opportunity of looking into the matter.

## INQUIRY FOR EXCELSIOR.

A number of inquiries for excelsior, or wood wool, have been received through the office, mostly obtained by Mr. Harrison Watson, of the Imperial Institute, in London, England. The English inquirers though have had very little satisfaction from Canadian firms, as these seem unwilling to quote prices, and will only make inquiry as to what the English firms will pay. One writer states that, unless the Canadian firms are willing to say what they will deliver the article for, they must not expect to do business in that line.

Canada should be able to export this article, where the raw material is much less expensive than in England.

## OAK STAVES.

Inquiry comes from the Imperial Institute for oak staves of different sizes for coopers' purposes. They would come into competition with oak staves from Russia and the United States.

Any parties may obtain information about these from the Association.



## GROWTH IN MEMBERSHIP

Continues even More Rapidly.

ADDITIONS to the membership of the Association during the past month have been greater than during any one month at any time in the history of the Association.

The following is a list of the members of the Montreal Manufacturers' Association, not formerly connected with the Canadian Manufacturers' Association, who are now enrolled in the membership of the one Dominion organization as a result of the affiliation of the Montreal Manufacturers' Association with the Canadian Manufacturers' Association.

They number 37 in all, and were proposed for membership by Mr. C. C. Ballantyne, of The Sherwin-Williams Co., first vice-president of the Canadian Manufacturers' Association :

### MONTREAL MEMBERS.

Ames-Holden Co., of Montreal, Limited. The Belding, Paul & Co., Limited, Montreal, silk threads, ribbons.  
Bell, J. & T., Montreal.  
Birks, Henry & Sons, Montreal.  
Bovin, Wilson & Co., Montreal.  
Canada Horse Nail Co., 129 Mill St., Montreal, horse shoe nails.  
Canada Jute Co., The, Montreal, bags, twine, etc.  
Canada Paper Co., The, Montreal and Toronto, paper and pulp.  
Canadian Rubber Co'y of Montreal, The, Montreal, rubber goods of every description.  
Canada Sugar Refining Co'y, Limited, The, Montreal, sugars and syrups.  
Canada Switch & Spring Co., Montreal.  
Dominion Bag Co., Montreal.  
Dominion Wire Rope Co., The, 299 St. James St., Montreal, iron and steel wire rope.  
Dow, Wm. & Co'y, Montreal.  
Esplin, G. & J., 126 Duke St., Montreal, box mfrs. and lumber merchants.  
Eveleigh & Co., J., Montreal.  
Gault, A. F., Montreal.  
Lymburner & Matthews, 1957-9 St. Catherine St., Montreal, engineers and machinists and brass goods.  
Laing Packing & Provision Co., Limited, The, Montreal, pork and beef products and canned meats.  
Laurie Engine Co'y, 1012-4 St. Catherine St., Montreal, heavy fly wheels and castings; Laurie's patent feed water heater; dealers in machinery and mill supplies.  
McCready & Co., James, Montreal.  
Macdonald, Sir W. C., Montreal.  
McDougall, John, Montreal.  
Molson & Bros., J. H. R., Montreal.  
Montreal Hardware Mfg. Co., Montreal.  
Montreal Rolling Mills Co., Montreal.  
Montreal Woollen Mills, Montreal.  
Mount Royal Milling & Mfg. Co., Limited, 514 Board of Trade Bldg., Montreal, rice and rice products.

Pacquette & Co., Jos., 59 Lacroix St., Montreal, doors, sashes, and all kinds of woodwork.

Paue, N., Montreal.  
Pelletier, J. L., Montreal.  
Phoenix Bridge & Iron Works, Montreal.  
Procuse & Co., Geo., Montreal.  
Robertson Co'y, James, Montreal.  
Sims & Co'y, A. H., Montreal.  
Union Card & Paper Co., Montreal.  
Weir, J. & R., Montreal.

All proposed by C. C. Ballantyne.

In addition, the following applications for membership were accepted, including some 21 firms, situated in different parts of Canada, and engaged all in important branches of manufacturing. They are as follows:

Bell & Son, B., St. George, J. O. Thorn, farm implements and machinery.  
Canada Biscuit Co., Limited, Toronto, Wm. Stone, biscuits.  
Canada Carriage Co., Brockville, Membership Committee, carriages, etc.  
Cockshutt Plow Co., Brantford, J. O. Thorn, high-grade riding and walking plows.  
Edwardsburg Starch Co., Limited, Cardinal, J. O. Thorn, starch, glucose, corn syrup, corn oil, gluten meal and flour meal.  
Frost & Wood Co., Limited, The, Smith's Falls, J. O. Thorn, agricultural implement manufacturers.  
Geo. T. Gorrie, Limited, Toronto, W. K. McNaught, show cards, calendars, etc.  
W. B. Hamilton Shoe Co., Toronto, The, W. K. McNaught, Front street east, boots and shoes.  
Wm. Hamilton Mfg. Co., Limited, The, Peterboro', J. O. Thorn, sawmill, mining machinery, engines, boilers, water-wheels, etc.  
Owen Sound Portland Cement Co., Limited, Owen Sound, J. O. Thorn, cement.  
Hudson Bay Knitting Co., The, Montreal, mitts and gloves, socks, moccasins, duck and leather clothing, ladies' and children's worsted stockings, etc.  
Hughes, J. N., Montreal.  
McLaren, D. K., Montreal.  
Paterson Mfg. Co., Limited, The, 47 Murray street, Montreal, building paper and roofing material.  
Phillips' Electrical Works, Limited, Eugene F., Montreal, bare and insulated copper and iron wire  
Shearer & Brown, Co., Limited, The, Montreal, timber and lumber, sashes and doors.  
Standard Shirt Co., Limited, Montreal.  
St. Lawrence Starch Co., Limited, Port Credit, C. H. Riches.  
Thom's Implement Works, Watford, J. O. Thorn, farming implements.

Waterloo Mngf. Co., Limited, Waterloo, J. O. Thorn, mfrs. of threshers and thresher engines.

Williams Mngf. Co., Limited, The, Montreal, sewing machines and typewriters.

These applications were proposed by the following members:

J. O. Thorn.....	9
Membership Committee.....	7
W. K. McNaught.....	2
W. McMaster.....	1
C. H. Riches.....	1
W. Stone.....	1
	—
	21
Montreal Association .....	37
	—
Total.....	58

## THE LABOUR GAZETTE TO OUR MEMBERS.

THE attention of the Association has been directed to The Labour Gazette, a publication issued by the Department of Labour at Ottawa, and giving very full information pertaining to all features of the labour problem. Legal decisions in the courts affecting employers or employed are given each month, and also full information as to any disturbances between employers and employed, and other features that are of great interest and importance, not only to the employed, but to employers as well.

The Association felt that it was a matter of great importance that the members should be in possession of this publication, and have an opportunity of knowing exactly what is being done in connection with this question.

Consequently, arrangements have been made whereby every member of the Association will receive The Labour Gazette as part of his membership in the Association until the close of the present fiscal year of the Association, the 1st of August. At the annual meeting then it will be possible for the members to decide whether this policy will be continued or not.

Arrangements have also been made whereby all back numbers of The Labour Gazette will be sent free to our members, so that each one will have a complete set of this publication, from the first issue.

We trust that our members will appreciate this, and should any not receive the publication, they will inform the secretary of the Association.

It might be well to mention also that negotiations are now in progress to arrange for the sending of the monthly statement of imports and exports of the Dominion of Canada to all our members.

This monthly statement contains full information as to the imports and exports for each month, and will give just the sort of information that is desired by our members, pointing out each month the amount of goods brought into the country in their own particular line, and also the exports for the same time.

In the next issue in all probability announcement of the sending of these to our members will be made.



## PUBLIC REGULATION OF FACTORY SMOKE.

AT the close of last year a sweeping by-law was introduced by a member of the Toronto City Council to compel manufacturers and others creating smoke to use smoke consumers.

The wording of the by-law, and the spirit in which it seemed to have been prepared were strangely out of sympathy with the manufacturers and others, who, in carrying on their business, necessarily create a certain amount of smoke.

The matter was of the greatest importance not only to the City of Toronto, but also of equal importance to other cities in Canada in the near future, as it had already been in Montreal. Consequently, a committee of the Association, acting with a committee of the Toronto Board of Trade, made a careful investigation of the subject of the regulation of the nuisances arising from the production of smoke from factories.

This committee, after looking into the subject with considerable care, submitted a report on the whole subject which gives much useful information as to the possible diminution of any annoyance caused in this way.

The report is in part as follows :

"In order that a satisfactory report might be made, many of the leading cities of the United States and England were communicated with to ascertain the nature and scope of by-laws to abate the smoke nuisance and their operation in the different localities.

"Many different replies have been received in this connection, intimating that in nearly every city of size there is some by-law regulating, or attempting to regulate, the smoke nuisance. While these by-laws have been prepared for this purpose, there is in almost every case provision made so that manufacturers and others creating smoke are not put to unnecessary annoyance and expense, and in almost every case the city clerks of the different cities written to have stated that, although they had a by-law, it was not enforced in any harsh way against manufacturers, who could ill-afford to be placed at a disadvantage as compared with competitors in other centres.

"The opinions as to the efficacy of smoke consumers, and the extent to which they were successfully used in the different cities, varied much. In some cities they stated that there were several smoke consumers that were quite satisfactory, in others it was stated that they had only met with very indifferent success, so that the whole question seems to be at the present time involved in some dispute.

"Second, in order to ascertain the views of those who might be affected in the city,

many manufacturers and others were communicated with, and the information that they have submitted has formed the basis of the report of this committee.

"The recommendations of the committee then are as follows :

"First—That it does not desire to place any obstacle in the way of a workable by-law which will tend to abate the smoke nuisance, but at the same time it is strongly of the opinion that the present by-law as submitted should be withdrawn, and, if necessary, another submitted in its stead.

"Second—That in framing any by-law it is well to bear in mind that smoke has not been up to the present time in Toronto a general cause of complaint, and that legislation on this subject must necessarily look more to the future than to the present, and that, therefore, much may be done towards the abatement of the smoke nuisance by adopting strict measures with reference to the granting of permits to new boilers within the city to see that they have the necessary appliances for lessening the volume of smoke. But the problem is more difficult when it bears upon plants that have been already established; for manufacturing has developed very rapidly in Toronto within recent years, and, consequently, many buildings are now being used for manufacturing purposes that were not intended for this purpose when constructed, and to force the owners of these to adopt some new device would, in many cases, require considerable reconstruction of the plant, and hence heavy expense and annoyance.

"Third—The city in passing any by-law should specify a number of devices that will be satisfactory and exempt the user from liability to prosecution; and should also have assurance that these will be available at a fair price. This has been especially pointed out by some manufacturers using smoke consumers, who state that they might still be liable to prosecution under the proposed by-law, as by no means all their smoke is consumed.

"Fourth—Prosecution under this by-law should be in charge of the city engineer, or some other city official, in order to prevent the possibility of persons creating smoke being subjected to needless and unjust persecution.

"Fifth—In passing the by-law in the first instance it would be advisable to make it compulsory only in the more densely populated parts of the city, as there are manufacturing establishments situated at a distance from all residences and other factories, and whose smoke could not be of material injury to any party.

"Sixth—If it is decided to put such a by-law into operation, it should operate as well against steamboats and locomotives,

as these are doubtless the most fruitful cause of smoke in our city.

"Seventh—Any legislation passed should not be put into operation for some months, in order that the parties affected should have time to make such changes as are necessary with the least annoyance and expense.

"These are briefly the points which it is desired that your body will consider before passing any legislation on this subject. Manufacturers and others creating smoke are interested in having a clean and beautiful city, but the whole question of the utility of smoke consumers is still so much of a debated question, and so many frauds have been perpetrated in connection with devices of this kind, that it is necessary that action should be taken slowly, and only with the fullest information as to the relative merits and cost of smoke-consuming devices on the market.

"In this way it will be possible to provide for the enactment of legislation which will be much more effective in securing a clean atmosphere for the future in our city than if a more hasty measure were adopted as the result of a particular grievance of the moment."

### METRIC SYSTEM OF WEIGHTS AND MEASURES.

[Contributed.]

The question of competition in foreign markets suggests a difficulty that does not occur in doing domestic trade, viz.: the inconvenience of transferring values, weights and quantities estimated according to our systems into their equivalents estimated in foreign systems. This inconvenience has been found so great by traders that a vigorous agitation is going on in most European countries for the adoption of a uniform system of weights and measures. The most convenient in all respects is the metric system of lengths and the decimal systems of quantity, etc., based on it. This system has been legally adopted in many countries, and will, undoubtedly, be the universal system sooner or later. In a recent memorandum on trade in the Netherlands, the commercial attaché to the British legation at the Hague, says: "It is certain that British trade loses many orders in the Netherlands from the fact of the metric system not having been adopted in the United Kingdom. It is said that some British firms will not even tender for orders given out in metric weights and measures."

A certain amount of expense and inconvenience would be involved in discarding one system and adopting another, but the change is inevitable, and the sooner it is made the less will be the inconvenience.



# FOREIGN TRADE NOTES.

## TRADE INQUIRIES.

### I. CANADIAN ARTICLES—

During the past month inquiries have been received by the secretary of the Association from foreign firms wishing to be placed in communication with producers of the following articles in Canada :

Asbestos (three inquiries).  
Butter, cheese and eggs—A West of England firm desires to be placed in communication with exporters.  
Codfish (salted or dried, in drums of 128 lb. each).  
Candles.  
Lard oil.  
Leather.  
Oakum.  
Paper.  
Paraffin wax.  
Resin.  
Soap.  
Starch (two inquiries).  
Tallow.  
Turnery.  
Wood pulp.  
Wood-wool or excelsior.

### II. BRITISH ARTICLES—

Inquiries have been received from foreign manufacturers of the following articles, who are anxious to communicate with Canadian importers :

Engineers' tools.  
Fans.  
Gelatine.  
Glue.  
Hollow-ware, (tinned, japanned or enameled).  
Steel wire screening for gold mining.  
Teas.  
Turbines.  
Steam pumps, etc.

## TRADE WITH WEST INDIES.

Several communications have been received by the secretary from different points in the West Indies expressing the desire to see closer trade relations between Canada and the West Indies. One correspondent claims that Canadian exporters could secure a large part of the trade at present done by United States manufacturers, by giving study to the wants and tastes of the different West Indian Islands. He thinks this especially the case with the British islands.

## COMMERCIAL AGENT FOR THE ARGENTINE REPUBLIC.

The Minister of Trade and Commerce has appointed Mr. Arthur D. Campbell as commercial agent in the Argentine Republic and Uruguay, in place of Mr. D. M. Rennie, resigned. The latter gave up the position on account of ill-health, and now resides in

Hamilton, Ont. Mr. Campbell formerly resided at Paris, Ont., but for 15 years he has been engaged in business in Central America. He will make Buenos Ayres his headquarters.

Mr. A. D. Campbell is at present in Guelph, and will leave to assume his new duties about February 1. If any of our members desire to communicate with Mr. Campbell they may do so through the Association.

## NORWAY AND SWEDEN.

The report has been received by the Department of Trade and Commerce of Mr. C. E. Sontum, Canadian commercial agent for Norway. He reports a very considerable shortage in the lumber market, and also a large increase in the price for wood pulp, which has risen from \$7.90 to \$10.50 during the past year. He further adds that the prospects for higher prices for Canadian pulp are excellent during the coming year.

During the year, Norway exported 313,974 tons of wood pulp, of which Great Britain took 150,703 tons.

During the past ten years, Great Britain has taken over 850,000 tons of Norway wood pulp.

## CARRIAGE WOODWORK.

A London, Eng., firm, with a branch in Sydney, Australia, ask to be put in touch with the manufacturers in Canada of carriage woodwork, or anything connected with the carriage-building trade. They have previously done most of their business with American makers, but they are anxious to open up trade with Canadian manufacturers. They are prepared to pay cash for purchases they make. The Sydney branch does a large trade in vehicles, both finished and in the white, axle, springs, etc. They ask for catalogues to be sent by manufacturers here.

## SALTED CODFISH.

A firm of dealers in London, Eng., ask to be placed in communication with packers at Halifax of dried codfish suitable for export to Catholic countries.

## CLOTHESPIN.

The makers of clothespins for export are asked to communicate with a New York firm.

## LUMBER AND TIMBER.

A firm in Cape Town send specifications of a mixed cargo of Canadian timber, principally pine, which they require and for which they ask prices, c.i.f., Table Bay. They ask that the various quotations be in their hands as early in February as possible. A letter of credit of the Standard Bank of

South Africa will be furnished, at the time of making agreement, to draw against.

## WOOD BOXES.

The same firm desire prices, f. o. b. steamer at New York of wood boxes suitable for the wine trade of Cape Colony. The boxes are to be completely knocked down and bundled and to have the name of the wine merchant branded on the top of each. They enclose sizes required which may be seen at the office.

## PINE DOORS.

A firm in Cape Town, South Africa, ask for prices f.o.b. steamer at New York of Canadian pine doors with flush mouldings on both sides, 4-5 panel and in quality 1 and 2. They enclose a list of the sizes wanted, which may be had on inquiry at the Association's office, and ask for quotations from a few firms.

Another inquiry for carload lots of wood doors for export has been received from a firm in London., Eng.

## DOORS AND WINDOWS FOR SOUTH AFRICA.

Thomas Moffatt, Canadian Government Agent in South Africa, has sent to the office of the Association a pro forma price list of doors and windows containing the latest prices ruling in New York with the suggestion that it might be of use to Canadian manufacturers thinking of export trade in these goods.

He asks for similar lists from Canadian firms which he promises to distribute amongst the trade there. This, he is quite confident, would result in increased business to Canadian manufacturers in the future.

## BUILDING MATERIALS FOR SOUTH AFRICA.

Of the many departments of industry which will materially benefit by the approaching resettlement of South-African affairs on a permanent basis, one at least is already strongly feeling the effects—that extensive one concerned with the supplying of building material and accessories, hardware, sanitary appliances, oils, paints, varnishes, etc.

Just prior to the war a decided boom in building was being felt in all the populous South-African cities. The older centres were undergoing a rapid transformation, the old one-storey buildings giving place to large, handsome modern buildings. This was a result of the infusion of modern ideas of sanitation and elegance. In addition, too, there was the healthy growth due to the large influx of foreigners.

As soon as the settlement of the war takes place, there will be, consequently, an



immense demand for all such goods as are mentioned above as well from these causes as from the need for reconstruction which the war will leave behind it.

There are towns, too, springing up in the mining regions and the newer agricultural districts which will require an abundance of building material. There should be a field here for the Canadian manufacturers of all lines concerned in the building trades.

### MR. LARKE'S REPORT.

THE report of Mr. J. S. Larke, commercial agent to Australia, published in a recent report of the Department of Trade and Commerce, contains the following points of interest to Canadian manufacturers:

First—New South Wales is yet a free trade country, and it is expected the elections to the Federal Parliament will take place in March or April next, and that the Federal tariff will probably go into effect in June.

This should be known in Canada, as there will be great importation to New South Wales in April and May to anticipate these duties, and a considerable increase in some articles in some of the other colonies where it is probable Federal duties may be higher than those now levied.

Second—The growing tendency of Australian merchants to give their orders for Canadian goods through New York firms. The consequence is that a commission has to be paid to the New York firms, and also to the representative in Australia as well.

The reason for this is largely the delay experienced in dealing with the Canadian manufacturer. Canadian manufacturers seem to delay acknowledging the receipt of orders, and filling the same for the Australian market. When the order is given through New York, however, there are no delays, for, if the Canadian manufacturer does not reply, or ship promptly, the goods are bought elsewhere.

This difficulty could be easily overcome by promptness in correspondence. The letters to points in Canada can be replied to and acknowledged by the steamer which brought them to Canada.

Third—Emphasis is laid on the necessity of securing the lowest possible freight rates. New York houses buying for a number of Australian firms get the shipments ready to go in one lot, and get a better rate of freight than for each parcel separately, and this tells against Canadian trade generally.

This leads to the discussion of the possibility of securing direct sailings from Eastern Canada to Australia, via the Cape of Good Hope. The construction of the enormous iron and steel industries in Nova Scotia may help to render this possible, and the ability of manufacturers in the other parts of Canada to retain the trade they have already got in Australia, will largely depend upon the freight rates which they can secure to the Australian market.

Fourth—The question of a tariff preference will arise in connection with the first Federal tariff, and the presence in Australia of a member of the Canadian Government would be useful in such a case.

## THE CANADIAN PACKERS' ASSOCIATION.

THE Canadian Packers' Association held their annual meeting in Toronto on the 9th and 10th inst., and closed with an important banquet on the evening of the 10th.

Very important business was despatched during the two days of the convention. There are some eighteen members of the association, and they have been able to make very satisfactory arrangements with the wholesale trade for the handling of canned goods in Canada.

The afternoon of the 10th inst. was devoted to discussing with canners not members of the association the advisability of joining with the Association and all working in harmony with one another.

In the evening a banquet was given at the Walker House, and over 100 guests were present. The chair was occupied by Mr. H. I. Matthews, president of the association, and among those present were Hon. F. R. Latchford, Hon. Dr. Montague, W. R. Brock, M.P., J. S. Willison, P. W. Ellis, president of the Canadian Manufacturers' Association, and others.

W. C. Breckenridge, secretary-treasurer of the association, acted as toast-master.

As a report of their banquet was given very fully in the daily press, it is unnecessary to give an account of the various addresses made.

It may be said, however, that the feature of the evening was the discussion of the possibility of further extending the canning industry in Canada. Just at present, the canners are in the position of having filled, and, indeed, more than filled, the local market, and they are now confronted with the necessity of securing additional markets for their products.

Two difficulties present themselves. In the first place, they are unable to secure as favorable transportation rates to the English market as are their competitors in the Eastern States.

Second—The canning industries are, generally speaking, not large, and no one firm are in a position to exploit and develop a foreign market and so create a demand for Canadian goods. The question of export trade, and the development of a market for the packers is one of the very greatest importance for the canners.

Mr. P. W. Ellis in his address referred to the necessity for this, and to the importance of the export trade to Canada. He also referred to the work that is being done by the Canadian Manufacturers' Association in connection with export trade, and expressed the hope that the canners would see their way clear to affiliating with the general body of Canadian manufacturers, and in that way improve their facilities for cultivating an export trade.

Several members of the Canners' Association expressed their willingness to become members of the Canadian Manufacturers' Association, and we confidently look for-

ward to closer affiliation of this important industry with our Association, and to the working together of the canners themselves to secure what is absolutely essential to the further development of their industry, namely, a growing export trade.

### CANADIAN FURNITURE AMALGAMATION.

An amalgamation of great importance to the furniture manufacturers of Canada, and to the export trade of our country, has recently been effected, whereby some 17 of the leading furniture factories have consolidated their interests under the name of The Canada Furniture Manufacturers, Limited.

The Company is incorporated with a capital of \$3,000,000 in 20,000 7 per cent. preference shares, amounting to \$2,000,000 and 10,000 common shares of \$1,000,000.

The companies which have been amalgamated in the concern are as follows: American Rattan Company of Walkerton, Limited, Walkerton, Ont.; The Anthes Manufacturing Co., Limited, Berlin; Thos. Bell & Son, Limited, Wingham, Ont.; The Broadfoot & Box Furniture Co., Seaforth, Ont.; Burr Bros., Guelph, Ont.; Button & Fessant, Wingham, Ont.; The Hobbs Manufacturing Co., London, Ont.; Lewis Hahn, New Hamburg, Ont.; The Hill Chair Co., Limited, Warton, Ont.; The Knechtel Furniture Co., Limited, Hanover, Ont.; Joseph Orr, Stratford, Ont.; Schaefer, Killer & Co., Waterloo, Ont.; Snyder, Roos & Co., Waterloo, Ont.; Simon & Bros. Manufacturing Co., Warton, Ont.; The Simpson Company, Limited, Berlin, Ont.; The Union Furniture Company, Limited, Wingham, Ont.; Zoellner & Co., Mt. Forest, Ont.

The reasons given for the amalgamation are that, while the manufacture of furniture is one of the principal industries of Canada, it has not been developed to anything like the extent to which it should be, and that, under proper conditions, Canada should become one of the leading countries for the manufacture of furniture for the world. The export trade which has begun during the last few years is only but imperfectly developed, owing to the inability of the different firms to supply the articles required. But the amalgamation will permit of economy in the various branches, and also develop specialization of the manufacture of particular goods, so that the facilities for export trade will be much greater.

The export of furniture during the last few years has been as follows:

Total value of furniture exported in the year 1896....	\$ 75,447
Total value of furniture exported in the year 1897....	\$115,863
Total value of furniture exported in the year 1898....	\$242,177
Total value of furniture exported in the year 1899....	\$351,479

On these grounds the directors believe that there is a splendid prospect ahead for the furniture trade and for the successful management of the business proposed.



## TRANSPORTATION NOTES.

AN important announcement has been made by Hon. Mr. Blair, that he is now at work preparing a Bill for the appointment of a Railway Commission. This Commission will consist of three persons, with power to deal with all matters now dealt with by the Railway Committee of the Privy Council, and decided by the Minister of Railways; as well as with all matters relating to rates and railways.

The Minister has made the announcement that this Bill will not be presented at the coming session, as it is a question of great difficulty, and involves so many interests that the Bill will have to be prepared with the greatest care. It will, therefore, not be submitted until the following session.

A very important enterprise for the establishment of two new steamship routes on the upper lakes has been virtually undertaken by the capitalists represented by Mr. F. H. Clergue.

Five large steel vessels, built on the Clyde, are to form the fleet at first, and the two routes will be respectively between Midland and the Sault, and between Toledo and the Sault. This passenger and package freight service, taking in intermediate Canadian ports, should be of benefit in aiding the development of New Ontario.

Announcement has been made by the Minister of Railways that there will be an expenditure of something like \$2,000,000 on the line of the Intercolonial Railway from Truro to Sydney, C.B.

This is rendered necessary by the enormous development of traffic expected to result from the development of the iron and steel industry in Cape Breton.

The past few weeks have been marked by a very bitter controversy with the Canadian Pacific Railway as to the rates charged in the Northwest, particularly in connection with the Crow's Nest Pass Coal Co. Statements have been made by representatives of this company that rates charged by the C.P.R. were exorbitant, and prevented the development of the mining industry in British Columbia.

A complete reply has not yet been made by the C.P.R., and shippers await with interest the result of the controversy on this important subject.

Charges have also been made by Mr. Gooderham, of the War Eagle mine, that rates charged by the C.P.R. were excessive and would necessitate the closing down of the mines in that direction if maintained.

The railway company on the other hand contend that they have reduced the rates on ore, and have rendered every facility for the development of the mining industry in the Northwest.

Announcement has been made of the appointment of Mr. E. Tiffin, general freight

agent for the western division of the Canadian Pacific Railway, to be general traffic manager of the Intercolonial Railway.

F. W. Peters to be assistant general freight agent, C.P.R., Vancouver, vice Allan Cameron, resigned. Mr. H. E. McDonell to be acting assistant general freight agent, C.P.R., Nelson, of Kootenai and Boundary Creek districts, vice F. W. Peters.

It is gratifying to note the way in which transportation of the grain of the Northwest is being diverted more largely to Canadian channels within the last few years. But very recently it seemed as if Buffalo and New York were to become the markets for our entire grain trade, but within the last two years the lion's share of it has gone out by entirely Canadian routes. The Georgian Bay and Canadian Atlantic routes have accommodated an enormous quantity of this traffic, and the deepening of the waterways will do much to secure to Montreal the full advantage to which its position entitles it.

Another step that should encourage shipping by Canadian waterways is being taken in the establishment of the St. Lawrence Lloyds. Montreal and other St. Lawrence ports will now be at no disadvantage when compared with American ports in respect of insurance.

## CATALOGUES RECEIVED.

WE have received a catalogue and price lists of The Booth Copper Co., of Toronto, coppersmiths and metal spinners, illustrating the many lines of brewers', distillers', confectioners' and plumbers' copper work which they manufacture.

The Wilkinson Plough Co., of Toronto, have sent us copies of their catalogue of ploughs, harrows and other agricultural implements.

We have also to thank two of our members for their catalogues of pianos and organs, The Dominion Organ and Piano Co., of Bowmanville, and The Thomas Organ and Piano Co., of Woodstock.

The various catalogues of The Office Specialty Co., of Toronto, Montreal and Newmarket, handsomely bound in one volume, have been received. The very many adaptations of the card system of filing and bookkeeping are illustrated and a fund of valuable information given regarding all the requisites of a modern office.

The Goderich Organ Co. has sent us a neat little book showing the lines of bathroom woodwork which they manufacture.

A handsomely illustrated catalogue of "Glove styles" has been received from The Hudson Bay Knitting Co., of Montreal, showing some of their lines of gloves, and clothing specialties.

A set of the catalogues of The McLaughlin Carriage Co., of Oshawa, are to hand.

Full lines of their carriages, cutters, etc., are illustrated.

A very neat little book has been received from The Metallic Roofing Co., of Toronto, illustrating what they manufacture in the way of metallic ceilings and walls and interior decoration in metal.

Grand & Toy, Toronto — Globe-Wernicke Elastic Cabinets.

Two European manufacturers' catalogues have been also received, Julius Sax & Co., London, Eng., electric bells; and Schuchardt & Schutte, Berlin, Germany, workshop machinery.

The following have also been received:

Engineering Director, October 1900.

Ironmonger, autumnal supplement—The Consolidations & Listed Stock Companies in iron and allied trades.

## NEW BOOKS RECEIVED DURING THE MONTH.

Australian Commerce, The Future of.

Boston, The Revised Ordinances of.

British Consular Reports, December 1900—Belgium.

British Consular Reports, December 1900—Japan.

British Consular Reports, December 1900—Netherlands.

British Consular Reports, December 1900—United States.

Dominican Republic Customs Tariff.

Queensland, The Year Book for 1900.

Report, Bureau of Industries for Ontario, 1899.

Report, Department of Trade and Commerce of Canada, 1899.

Report, Chicago Department of Health, 1897-98.

Report, Sanitary Department of Glasgow.

Report, Superintendent of Farmers' Institutes for Ontario, 1899-1900.

Report, Department of Trade and Commerce, October, 1900.

Report, Bureau of Mines, 1898, 1899, 1900.

South Africa as a Field for Enterprise.

Summary of Commerce and Finance for November.

Trade of Denmark—Department of Agriculture, United States.

## TAKING OF THE CENSUS.

Announcement has been made by the Dominion Government that the taking of the census will commence on Monday, April 1, and that all persons living at midnight on Sunday, March 31, will be counted. The population is to be taken by name and according to the de jure system.

The work will be organized on much the same lines as heretofore, and endeavor will be made to have the enumeration made as quickly as possible.

The manufacturers' schedules will be more complete than heretofore, and call for particulars as to the value of real estate and



plant, owners and members of the firm, salaried officials, number of employes, etc.

The census of manufacturers will also be taken by special enumerators, so that particular attention will be given to having the information relating to them absolutely correct and reliable. All manufacturers should feel it their duty to give as full and accurate information as possible. There is absolutely no possibility of any of the information being made public, save in totals, and all will realize the value that attaches to having full and accurate information as to the extent of manufacturing enterprises in Canada compared with other industries, and also for the purposes of comparison with other countries.

#### SHIPBUILDING IN HALIFAX.

Arrangements are being discussed at Halifax for the establishment of a big steel shipbuilding enterprise. The city has been asked to assist financially, and a joint meeting of the city council and the Board of Trade committee took place on the 13th inst. to discuss what help should be given.

The Board of Trade favored the city giving a bounty of \$2 per ton on every

steamer put in operation for a period of five years.

The promoters say that the steel shipbuilding works they propose for Halifax would be as large as any in the world, and that they would build freight and passenger steamers.

The Dominion and Provincial Governments will probably also be asked to assist.

#### A WEST INDIAN REPRESENTATIVE.

We are in receipt of a letter from Mr. C. D. Davies, who is export representative for a number of strong Canadian firms in the West Indies, in which he says that he has arrived safely in the West Indian Islands, and has commenced business operations there.

He states his willingness to assist by answering any inquiries relating to the possibilities of extending the sale of Canadian goods in that market.

His address is C. D. Davies, Bridgetown, Barbados.

#### BRITISH DIRECTORIES.

**Messrs. Kellys' Directories, Limited,**  
LONDON, ENG.,

Announce the preparation of Post Office London (Eng.) Directory (102nd Annual Edition). Also Directories of every city and town in Great Britain. For particulars re advertising, etc., apply W. P. Dent, Mgr. Dominion Branch, 71 Victoria St., Toronto.

#### INSURANCE.

**Guardian Fire and Life Assurance Co., Limited, of London, England.**

Subscribed capital, \$10,000,000.

Paid-up capital, 5,000,000.

Invested funds exceed 23,500,000.

E. P. Heaton, Manager, Montreal.

H. D. P. Armstrong, General Agent, Toronto.

Mark H. Irish, Inspector.

#### SOUTH-AFRICAN DIRECTORY.

**Messrs. Kellys' Directories, Limited,**  
LONDON, ENG.,

Announce the preparation of General Directory of South Africa. Highest award, Gold Medal, Paris, 1900. For particulars re advertising, etc., apply W. P. Dent, Mgr. Dominion Branch, 71 Victoria St., Toronto.

#### TRADE DIRECTORIES.

**Messrs. Kellys' Directories, Limited,**  
LONDON, ENG.,

Announce the preparation of Merchants, Manufacturers and Shippers' Directory of the World (15th Edition); Engineers, Iron and Metal Trades Directory (Great Britain), 9th Edition; Watch, Clock and Jewellery Trades Directory (Great Britain), 7th Edition. For further particulars re advertising, etc., apply W. P. Dent, Mgr. Dominion Branch, 71 Victoria St., Toronto.

## FOREIGN TRADE PAPERS.

Any foreign trade journal whose announcement appears under this heading has inserted a similar announcement in its columns stating that a line addressed to the Canadian Manufacturers' Association will put the writer in touch with Canadian manufacturers in every line.

### THE SOUTH AMERICAN JOURNAL

(A Weekly Trade Paper.)

*Circulates through the whole of South and Central America and Mexico.*

Annual Subscription, 25s.

Advertising rates on application.

*Manufacturers are invited to communicate with*

### THE . . . . . SOUTH AMERICAN JOURNAL

for information of all kinds relating to the trade of South and Central America and Mexico.

*Patents and Trademarks are registered in the countries of South and Central America by the Editor of*

### THE . . . . . SOUTH AMERICAN JOURNAL

9 New Broad St., London, E.C.

## MEMBERS' BUSINESS DIRECTORY.

The attention of members is invited to the desirability of having a business card inserted under one or more headings in the following column. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business. A ready reference to the industries represented in the Association is by this means possible.

#### ACCOUNT BOOKS.

**The Brown Brothers, Limited,**

51-53 Wellington West, TORONTO,

Manufacturers of Account Books, Leather Goods, etc. Stationers and Bookbinders.

#### AGRICULTURAL IMPLEMENTS.

**David Maxwell & Sons,**

ST. MARYS, ONT.

Manufacturers of Harvesting Machines, Stock Raisers' Implements and General Farm Machinery.

#### ASBESTOS.

**The Eureka Mineral Wool & Asbestos Co., 136 Bay street,**

TORONTO.

Asbestos Cement, Paper, Mill Board, Wick, Rope, Pipe and Boiler Coverings, Packings, etc.



**BANK AND OFFICE FITTINGS.****The Globe Furniture Co., Limited,  
WALKERVILLE, ONT.**

Counters, Screens and Metal Work for same;  
Standing Desks, Dado, Doors and General  
Interior Finish; Store Fixtures.

**BELTING—LEATHER.****The Beardmore Belting Co., Limited.**

Manufacturers of Leather Belting. Dynamo  
and Double Driving Belts our specialty. Write  
for discounts.

TORONTO, ONT., 39 Front St. East.  
MONTREAL, QUE., 57 St. Peter St.

**BICYCLE SUPPLIES.****Boston Wood Rim Co'y, Limited,  
TORONTO.**

Manufacturers "Laminated" and "One Piece  
Rims" for Bicycles, Motor Carriages, Sulkies,  
etc. Mud and Chain Guards.

**BICYCLES AND MOTORS.****Canada Cycle & Motor Co'y, Limited,  
TORONTO, CAN.**

Mfrs. of Bicycles, Motor Vehicles, Marine  
Motors and Launches.  
Works—Toronto and Brantford. Catalogue  
on application. Cable address, "Cyclemotor"  
Toronto. A. B. C. and A. L. Codes used.

**BILLIARD TABLES.****Samuel May & Co.,  
74 York street, TORONTO.**

Billiard Table Makers.  
Billiard and Pool Ball Turners.  
Billiard Cue Makers.  
Billiard Cloth Importers.

Send for Catalogue and Price List.

**BOILERS—WATER TUBE.****The Canadian Heine Safety Boiler Co.  
Esplanade, Opposite Sherbourne St.,  
TORONTO.**

Water Tube Steam Boilers for all pressures,  
duties and fuels. Marine and Stationary, from  
50 to 600 horse-power units.

**BOOTS AND SHOES****The Ames-Holden Co. of Montreal,  
MONTREAL, QUE. Limited.**

Boots and Shoes. Sole selling agents for the  
Granby Rubber Company.

Branches—St. John, N.B., Toronto, Ont.,  
Winnipeg, Man., Vancouver, B.C., Victoria,  
B. C.

**J. D. King Co., Limited, Toronto.**

Sole agents and users of the Flexible and Non-  
Squeaker "Patent Sleeper Insoles"—light,  
conforms to the shape of the foot, strong and  
very durable. Also agents for the "Dr. Reid  
Cushion Shoe" for tender feet, especially  
adapted for people up in years. Man'rs of the  
"King Quality" lines of Boots and Shoes, and  
only agents of the stub Proof Rubbers.

**The John McPherson Co., Limited,  
HAMILTON, ONT.**

Manufacturers of Fine Shoes.

**BOXES—WOOD.****Barchard & Co., Limited,**

135-151 Duke Street, TORONTO.

Manufacturers of Wood Packing Boxes of  
every description.  
Wood Printers.

Telephone 30.

**BRASS GOODS.****The Robert Mitchell Co., Limited,  
MONTREAL.**

Manufacturers of Brass Goods for plumbers,  
gas and steam fitters. Gas and Electric Light  
Fixtures, Ornamental Brass and Iron Work.

**The James Morrison Brass Mfg. Co.,  
Limited,**

89 to 97 Adelaide St. W. TORONTO.

We make and handle everything for Engineers  
and Plumbers; Gas and Electric Fixtures.

Telephones 675, 1937 and 1978.

**BROOMS AND BRUSHES.****Boeckh Bros. & Company,  
TORONTO.**

Manufacturers and Exporters of Brushes,  
Brooms, Woodenware and Display Tables.

**The MacLean Publishing Co., Limited,  
MONTREAL AND TORONTO.**

Publishers of "The Canadian Grocer," the  
grocery and general store paper of Canada.  
The only exclusively grocery paper in Canada.  
Advertisements of brushes and brooms in this  
medium bring splendid returns.

**Meakins & Sons,  
HAMILTON.**

Meakins, Sons & Co'y, Montreal.  
Manufacturers of Brushes.  
Toronto Office, 74 Bay Street.

**Taylor, Scott & Co.,  
TORONTO, CAN.**

Manufacturers and Exporters of Brooms,  
Brushes, Washboards, etc.  
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# INDUSTRIAL CANADA

ISSUED BY

The Canadian Manufacturers' Association.

Vol. I.

TORONTO, FEBRUARY 20, 1901.

No. 9.

## THE NEAR FUTURE OF STEEL IN CANADA.

Address of Mr. A. J. Moxham, of The Dominion Iron and Steel Co., Limited.

ONE of the most thoroughly interesting addresses which it has been the pleasure of an audience of Canadian business men to listen to in Canada was delivered in Toronto on Friday evening, February 15, by Mr. A. J. Moxham, vice-president and general manager of The Dominion Iron and Steel Co., of Sydney, Cape Breton.

Mr. Moxham had accepted the invitation of the Canadian Manufacturers' Association to address that body on one of the subjects that is now uppermost in the minds of business men, namely, the future for Canada in the iron and steel industry, and no one who was present could fail to have his pride in things Canadian stirred up as he listened to the admirably prepared address of the speaker as he carefully led up to his conclusion that the industrial future of the world was really at the feet of Canada.

Comment upon the different features of the address is unnecessary and it is given in full for the benefit of the members of our Association.

The meeting was held in the rotunda of the Toronto Board of Trade before a representative audience of business men from all parts of Ontario.

Mr. P. W. Ellis, president of the Association, occupied the chair, and, in introducing the speakers of the evening, he briefly referred to the industry that they would deal with; its importance could hardly be overestimated. Its progress is being closely watched by the manufacturers and wholesale merchants of Western Canada. The results of the activity created are already being felt, and important business is resulting. When considering the minerals awaiting development in Canada's limitless resources, we are apt to consider only the precious metals—gold and silver—and overlook iron, a metal of greater economic value, the production of which would add so much to the prosperity of our people, and the commercial importance of our country.

It is an encouraging feature at the opening of the new century that Canada should

become prominent as an iron and steel producer. When we remember the product of pig iron in the United States during 1899 equalled in value double the value of the combined production of gold and silver in that country, we will realize its immense importance. At the Paris Exhibition was a diagram representing the pig iron product of the United States for 1899, in the form of a column 250 ft. square, and 100 ft. higher than the Eiffel Tower (which is 1,000 feet high), weighing 14,000,000 tons, equal to 36 per cent. of the entire world's product. The product of Great Britain would represent a column two-thirds as high, of Germany one-half as high, of France and all other countries combined the same as Great Britain.

The transportation feature of the iron industry is important: Upon the upper lakes during the past season of navigation over 16 250,000 tons of iron ore were carried. It has been stated that the heel of American competition is upon the iron and coal industry of Great Britain, and that Great Britain in future can only compete when boom prices prevail. Possibly, instead of American competition pressing the products of Great Britain out of the markets of the world, it may be Canadian, and our British fellow-citizens will not feel so sore, when the competition arises from their own people instead of from the people of another nation.

I have very much pleasure in introducing to you Mr. Moxham, vice-president, and general manager of The Dominion Iron and Steel Company, who will now address us.

Mr. Moxham spoke as follows:

Reduced to its final analysis, steel is a product resulting from the application of man's labor to three raw materials, viz., ore, coal and limestone.

These three ingredients by means of a blast furnace are converted into pig metal, and this in turn by means of the open-hearth furnace into steel.

Science to day has acquired such control of the process that within wide limits it is

capable of dealing with almost every quality of pig metal. The question of the percentage of phosphorous, silica, sulphur and other ingredients in the pig is to-day of far more importance in the light of the cost sheet than it is as any matter of necessity so far as the subsequent open-hearth practice is concerned. The day of trade secrets has gone by, and the treatment from the same quality of pig metal down to the finished steel is largely identical in all the different plants.

### COST OF PIG METAL.

It is, therefore, a fact, broadly speaking, that the cost of the finished steel varies with that of the pig metal, and we need deal with this alone. Dividing the cost of pig metal between material and labor, the former is the variable, the latter the constant. It is true that between every individual plant and between every district there are some differences in the matter of labor, but it is also true that there need not be, that it is within the control of man's volition and can be eliminated if deemed economically desirable. Moreover, every improvement in the art and each development of machinery reduces these labor differences. With material it is different. There are no two great steel districts in all the world wherein the proximity of the raw material and the distance from the market is the same. No power of man's will, no good fairy with a golden wand can eliminate the space between. When the lake district was brought into prominent notice as the most economical point in the central west for making pig metal, Mr. Carnegie built his own railroad, known as the Pittsburgh Bessemer Road, 155 miles long, connecting Lake Erie with Pittsburgh, and it was announced that this had made Pittsburgh a lake port. It always seemed to me that the 155 miles were still there.

### A STUDY OF DISTANCES.

It is, therefore, to a study of distance between materials that we must turn when



investigating the advantages of any given location. In a nutshell, it is entirely a matter of freight. At the very outset we are brought face to face with one great lesson, viz., that nowhere has nature grouped in one spot the three raw materials in the proper economic quantity and of the proper economic quality. It is as though the Great Master had said, "My gifts I freely give you, but they are worth your coming for them." I know this broad statement will be a surprise to many. We have all heard of places where the three elements were together. In fact, they existed one on top of the other, ready placed in proper proportions, and always in a hill of the proper height, provided with a nice level valley just fitted in size and location for a modern blast furnace—all that was needed was for the hill to topple down into the mouth of the furnace awaiting it below. We will all of us hear of these favored localities again. When they are brought to you and you are asked to believe in them remember Punch's good advice and "don't."

#### VARIETIES OF ORES.

You will ask me about the Black Band districts of Scotland and of Central Kentucky and the iron district of Birmingham, Ala. You will ask me whether ore and coal do not lie together in Nova Scotia and in Pennsylvania, and I have to answer yes, they do, and in many other places I could add to the list. Now, as I cannot afford to have you lose faith in me at the very beginning of our talk, let me explain. There is ore and ore. There are beds of very poor ore, carrying only from 10 per cent. to 20 per cent. of iron—which is the thing we want—and carrying enough silica to give us a respectable sand beach all round Nova Scotia, and this is the thing we don't want. These beds are generally of indisputable extent, and they also generally lay quite close to coal. There are also good ores carrying from 50 per cent. to even 65 per cent. of iron with little or no silica, and low in phosphorous and sulphur, but these we find in Spain, Lake Superior or Ontario, and they do not lay close to the coal. Or if we do find them close to the coal, as in the Guysborough district of Nova Scotia, we find them pockety and the beds of small extent. There is also coal and coal. There is coal like that of Central Kentucky and Illinois that will not coke well and is high in sulphur and ash, and there are coal like the Durham field of England, the Connells-ville of Pennsylvania, that are the standards of excellence for steel-making. And to these will be added before two years go by as an equally good standard for steel-making the coal fields of Cape Breton. The poorer coals of Kentucky are near very good ores ;

the good coals of Durham are near the low-grade ores of the Middlesboro' district.

#### BEST ARE FURTHEST APART.

It seems a law that the best of both are the furthest apart. Perhaps the district in which the three materials are more nearly grouped together is that of Birmingham, Ala. At the first start the ore and limestone were actually taken out of the same hill and the coal was obtained within a distance of from six to ten miles. But there, again, it was soon found that a little further off the ore was higher in iron, and in another direction was a coal that gave a better coke, until to-day the freight cost of assembling is a tangible part of the cost of pig iron. Nevertheless, the distances are not great, but, to offset this, neither is the percentage of iron in the ore. The whole district will, perhaps, not average over 40 per cent. ore. In the Middlesboro' district in England, which is close to the Durham coalfields, the native ore is taken out of the hills overtopping the works, but this ore will not run much over 25 to 30 per cent. before calcining, and does not exceed from 40 to 42 per cent. afterwards. I speak of the native ore because a large part of the ore used at Middlesboro' is imported ore, principally from Spain. So, when these matters are brought to your notice, do not condemn a steel venture because the raw materials are not grouped together and do not put all of your money into one which has everything inside the mill fence.

#### THE PERMISSIBLE COST.

Our next step is the inquiry, "What is the permissible cost of these materials?" The answer is short. The ore and the limestone delivered on cars or boat (as the case may be), at the mine must be "cheap as dirt," and the coal must not be far from the same. This is to be taken literally, not figuratively. In the Messabi, the Birmingham, the Middlesboro', the Luxembourg and at the Belle Island mines the actual price of mining and putting the ores on cars is less than the traditional contractor's price for removal of earth. It costs more per cubic yard to do the shipping for the ore in the Messabi range than it does to mine the ore. The limestone should not cost over 25c. a ton at the quarries. While there is greater latitude in coal, even this is within narrow limits. In the Connells-ville district coal has been mined and put on cars under 40c. a ton. Now, as to the gist of our inquiry: "What are the limits within which these materials must lie?" We can only reach a conclusion by comparison. When we have made this I am hoping that I can convince you that it is 402 miles, or exactly the distance between our Belle Island ore mines and our Sydney coal.

#### CHEAPEST STEEL CENTRES TO-DAY.

The cheapest steel centres of the world to-day are the following: In England the Middlesboro' district, in Germany the Luxembourg district, in the United States the Central West and Alabama districts. Of these districts the one which overshadows the others is that of the central west, of which Pittsburg costs may be taken as the exponent. We will base our comparison on this, and so doing will be on safe ground. So, what is the freight cost of assembling the raw materials in Pittsburg? Please note we purpose taking actual costs, not market rates. It must be remembered that the haul is partly water, partly rail. It is well to find an equation between the two, and preferable to do so in terms of the rail freight. The actual cost of the lake haul of about 1,000 miles is in the neighborhood of 50c. per ton, or, say, five one-hundredths of a cent a mile. The actual cost of the railroad haul can be safely taken at four-tenths of a cent per ton per mile. We will, therefore, treat 1,000 miles of lake water carriage as equal to 125 miles of railroad carriage. Of necessity this is only closely approximate, for water freight varies largely with distance. The heaviest item in water freight is the lay time of the steamers when loading and unloading. This will be realized when I make the statement that during the open or operating season a lake ore boat is in port about 50 per cent. of her time while operating on an average route 1,000 miles long. And this in a district noted for having every improvement for quick loading and unloading. If the route be a short one the percentage of lay time, and consequently the cost of the freight per ton mile, must largely increase. With these deductions Pittsburg pays the following freight costs in the assemblage of raw material:

#### COST AT PITTSBURG.

Ore—From mines to upper lake port, 80 miles railroad freight. From upper to lower lake port, 1,000 miles water freight, equal to 125 miles railroad freight. From lower lake port to works, 155 miles railroad freight. Making a total on one ton of ore of 360 railroad miles. It takes 1.70 tons of 60 per cent. ore to make a ton of pig metal. Therefore, the latter calls for a total of 612 railroad ton miles.

Coal—From Connells-ville district to Pittsburg, say 80 railroad miles. Taking the same quantity of coal, which is the amount that is used, 1.70 tons, gives 136 railroad ton miles.

Limestone—From the Tyrone district, 130 miles. Say one-half ton limestone per ton of pig equals 65 railroad ton miles. Adding these together we have: Ore, 612 ton miles; coal, 136 ton miles; limestone, 65 ton miles; total, 813 ton miles. At four-



tenths of a cent gives a freight cost of \$3.25 per ton of pig iron made. Remember, again, this is freight cost, not the freight charged.

#### CANADA'S POSITION.

Now, where does Canada stand in this comparison as a steel manufacturer? If you will take a map and draw a line from British Columbia, on the west, to St. John's, Nfld., on the east, that line will run through four well-developed beds of ore of large quantity and of excellent quality, and all of them capable of being mined as cheap as dirt. They are related to the coal as follow:

1. In British Columbia coal beds in the American district not far from Seattle are contiguous, and those of the Crow's Nest Pass on the Canadian side. An assemblage of material is here possible inside of the standard we have taken.

2. On the northern shores of Lake Superior are large and pure beds. Part of these have found their resting place in the hands of our new industrial captain, Mr. Clergue. My expression is awkward. I doubt whether they will rest long either in their own beds or in his hands. This district is full of promise. It has only to bring its coal from the Connellsville or Pittsburg district, a distance of, say, 210 miles by rail to Lorain or Cleveland. Both ports are equipped with modern coal-loading plants. A short water haul equivalent to, say, 80 miles of rail haul will connect with the mines. On this basis 1.70 tons of coal at 290 miles equals 493 miles, which at four-tenths of a cent per mile gives a freight cost of \$1.97, or \$1.28 lower than the Pittsburg standard.

3. In the Ontario district exists ore of great promise, within reasonable distance of the coal of either the Connellsville or Punxatawny districts. Independently of the local supply is the Canadian lake ore to draw from. This and coal can be assembled within the Pittsburg margin. It is unfortunate for this district that there exists an imaginary line called a boundary, the community on either side of which have listened to that song of the devil called the tariff. Our own Government is to be congratulated, however, in that they are not quite as bad as their neighbors. They do let the coke in free, while the States do not let the ore in free. As a result it is cheaper to assemble and make the pig on the Canadian side.

#### ADVANTAGES OF BELLE ISLE.

4. Is Belle Island in Newfoundland? Here exists the now well-known Wabana ore. The economical point of its manufac-

ture is at Sydney, directly on the cove beds. The cost of assembly is as follows:

Coal, nothing. Ore 402 miles sea freight. Owing to the relatively short distance the lake basis will not apply, as lay time in proportion to sea time will be the heavier. The actual cost will be 40c. per ton. Limestone 15c. per ton. We then have 1.8 tons of 54 per cent. ore at 40c., 72c.; one-half ton limestone, 7½c.; coal, nothing; total, 79½c.

Let me say while passing that this is the lowest assemblage cost in the world for the tonnage under consideration. As against the Pittsburg cost it represents a saving of \$2 45½ per ton.

I have dealt with only four points as typical of what may follow. So far as present indications go, other large supplies are promised, but why go further?

From extreme west to extreme east, point by point, is Canada favored by every natural condition, and the amount in sight is so great that it will last many times our day. We have so far proceeded only to the manufacture. What of the market?

The British Columbian district would command the eastern export markets. These are to-day somewhat limited in tonnage, and of a great assortment in kind, and this condition would have to be catered to. In addition to this a certain zone of contiguous territory which is rapidly growing up should form a good home market. It may perhaps be that this opportunity might "bide a wee" without loss, but whether it will or not is doubtful. Already it is throbbing in the hands of the promoters, and may be near fulfilment.

#### ONTARIO'S POSITION.

The central district, including Ontario, has a home market at its feet, and this means much. Already Canada is entering on her industrial renaissance, and her home market, now modest, is destined to grow by leaps and bounds. Even now the silent mighty tide of immigration is turning our way, bringing in its restless current the energy, pluck and never tiring persistency of our American cousins across the way, bringing the farmer who will call for more ploughs, the blacksmith, the carriage builder, the wagon factory, the need of wire fences; in short, the demand for steel. It is well to realize that all the bountiful gifts of this grand heritage of ours are just now shared by only 5,000,000 people. The use of steel grows at an increasing ratio with growth of population, and is thus "twice blessed." Only a generation ago the consumption of iron per capita in the United States was 34 lb. per annum. Last year it was 150 lb. per capita per annum, and this on the greatly increased population. But even now there

is a market waiting for supply, one that stretches from the north pole to the south, from the east to the west, and it is one where tariffs do not go. I mean the ocean. The central district can take her share of this as represented by the great lakes. She can put a large part of her steel into ship-plates, boilerplates and channels, and her pig into triple-expansion condensing engines, and so develop her shipbuilding and take her share of a trade even now knocking at the door. As to the Cape Breton district, situated on the seaboard, the whole wide world is her market, all of it, and in our modesty we do not ask for more.

#### TIDE WATER ADVANTAGES.

And at this point we must again revert to our cost comparison. We based this on the price at Pittsburg. To compete for the export business Pittsburg must get to tide water. She is now 500 miles from this, and it will cost her \$2 to get there. In dealing with the finished steel it must also be remembered that it takes about 1 1-10 tons of pig to make the steel. So, taking 1 1-10 tons at \$3 25, we have \$3.57, to which add \$2 freight on steel to seaboard, and we have \$5.57, from which deduct Sydney's assemblage cost, 79½c., and there is left \$4.78 as the net advantage in the cost basis. In actual practice this means more. We should further note that Sydney's tide water will average about 1,000 miles nearer to the world's market than that of Pittsburg. In all conservatism it would be safe to call the commercial difference all of \$6 per ton. In a word, Canada's position as a steel-maker is something more than strong. It is simply invulnerable.

I will be pardoned for a few more words on the great promise of the Cape Breton district. So great is this promise that it has ceased to be local. It has ceased to be sectional. It has become international in its influence. To-day Sydney is a familiar name to every steel-maker in England, and before another year rolls around the leaders in this industry will have been with us to see for themselves the new centre. At this moment Sydney is debated with doubt and misgiving by the large German syndicates, and in the United States the strength of her position is conceded by every expert. Canada alone at this moment does not realize how splendid an opportunity is within her control.

#### PROPHETS OF EVIL ANSWERED.

As is usual in every new venture, Sydney has had her share of the prophets of evil. We are now in operation, and are making an excellent quality of pig metal out of nothing except our own Wabana ore and Dominion coal. With the fact of what is doing, permit me for a moment to weigh



some of the prominent predictions of likely trouble, if not failure. First, we were told that, although Cape Breton coals had coked at Everett, the coke was unfit for blast furnace use. It would not stand the burden. As answer, I would state that the third day after our start it was carrying the full burden; it has done so ever since, and will continue to do so indefinitely. We were further told that everyone knew that the coals were too high in sulphur. We did not heed much what everyone knew. We carefully analyzed the coal. We found it higher than Connellsville, but only slightly so, and we further found that the excess could be economically washed out, and so erected a washing plant. The coal-washer not being ready, we determined to start without it, and we did so, making our coke out of plain, every-day, unwashed Cape Breton coal. Our flux we knew to be unusually pure, and we felt this was worth something in controlling the sulphur. Our second cast from the furnace put us in control of the sulphur. The fifth cast brought it down to nineteen one-thousandths of 1 per cent. For most purposes it is too low, not too high. In every other ingredient Cape Breton coal equals, if it does not exceed, Connellsville. In ash the unwashed coal gives us a coke with from  $6\frac{1}{2}$  per cent. to  $7\frac{1}{2}$  per cent. ash, as against  $10\frac{1}{2}$  per cent. to 11 per cent. in the Connellsville; in fixed carbon, from  $90\frac{3}{4}$  per cent. to 91 per cent., against  $89\frac{1}{2}$  per cent. in the Connellsville. So much for the coal. Now for the ore. The exposed surface ore gives us an average of about 52 per cent. iron, and as high as 11 per cent. silica. Our friends sympathized with us having so much silica to deal with. But the same pure flux which controlled the sulphur took a whack at the silica. The slag is so thoroughly basic that it holds down the silica, and we would not object to having even a little more left in the iron. The phosphorous has been spoken of as too high for basic pig. A few years ago, before the division of open-hearth practice into the primary and the finishing furnaces, this might have been true. It is not so to-day. In England and Germany iron much higher in phosphorous is used, and it is found that the basic slag which results is a valuable by-product, and commands a high price as a fertilizer. It is questionable whether we have quite enough phosphorous in our pig to give us this slag; but, if not, it can be cheaply added. For some very special brands of foundry iron the market demands are extremely low phosphorous. This we must obtain by the admixture of a neutral ore with the Belle Island ore. This we have found almost at our doors—not in large beds, but, as little of it will be needed, enough is at our disposal. At Belle Island doubts were developed as to whether we had as much ore as expected. Every test-hole put down, every heading driven, has proved the continuity of the ore and its improved quality when under cover.

#### CANADA'S STEEL FUTURE.

The existence of the submarine bed is proved and certain. On an extremely calm, smooth day its borders can be traced to a large extent by the naked eye. We have perhaps no right to put up our hopes too high, but we should also remember that there is as yet nothing to indicate small

limits to this deposit. So, gentlemen, commencing at the west and overlapping, like Belle Island ore, into the sea in the east, do I find promise. West, central and east each has its proper sphere. There will be profitable room for many more steel works than those which are now projected. The raw material is favorably placed, and another year will convince Canadian capital that the time for doubt has gone. We need no more halting steps, but a stronger, firmer stride; we need no more speculation or hesitation, but a bolder reaching out for the harvest that lays ripening at our feet. It is there. It is ours. We have only to gather it.

#### A FEW WORDS FROM PRESIDENT WHITNEY.

Among those who occupied a seat at the chairman's table was Mr. H. M. Whitney, the president of the Dominion Iron & Steel Co., Limited. It was a strange coincidence that Mr. Whitney had arrived in Toronto not knowing that his general manager, Mr. Moxham, was there, or that he was to deliver an address that day. When Mr. Moxham concluded his address it was the most natural thing in the world for the chairman to ask Mr. Whitney to say a few words. During his remarks Mr. Whitney said he was impressed three years ago with the fundamental facts that coal, lime and ore were available for the enterprise, and knew it must be successful. He believed it would, as a basic industry, advantageously affect every business in the Dominion. He hoped they would have the pleasure of welcoming many Toronto business men on a visit to Sydney during the coming summer.

#### MAKING THE MACHINES IN CANADA.

In reply to a vote of thanks which was heartily tendered him, Mr. Moxham observed that he need not say how much they, on their side, reciprocated every hope of mutual advantage to be derived from the development of the steel interests of the country. It was true that they would export the great bulk of their product, but he made it evident that the company expects to do a large and profitable trade with Canadian manufacturers. As an instance of the development which might be expected in Canada, he stated that the company are building five very large blowing machines. No bigger machines of the sort exist in the world; some of equal size are in use in the United States. The U.S. manufacturers proved rather slow, and in a moment of wisdom, or of folly—he did not yet know which—he got permission to have them built in Canada. It was being done at the moment, and he thought they were doing it successfully. It was the prelude to more business which would come naturally, and things like that would put into the minds of their foundrymen and machinists the conviction that they could do the big things that other people did.

#### PRESIDENT WHITNEY SPEAKS.

As the applause which marked the conclusion of Mr. Moxham's prophetic address subsided, Chairman Ellis called upon Mr. Whitney, of Boston.

"My presence here to-night," said the president of The Dominion Steel Company, "strange as it may seem to you, is partly accidental. I was not aware there was any

meeting to be held, therefore I shall not make a set speech upon this subject, or, indeed, upon any other. It is now nearly 10 years since, in passing through your beautiful city, I promenaded its streets and gained an impression of its varied beauties and advantages, which has always remained with me. At that time I was president of the West End Street Railway in Boston, and was on my way to look at a new double-decked car." Mr. Whitney said the Western electric system in Boston was then a pioneer enterprise, and had to encounter the usual difficulties appertaining to rapid improvement in and successive replacement of plant. But, despite an almost entire rebuilding three or four times, the Western system had been a paying enterprise. It was in the purchase of rails for it that he had first met Mr. Moxham. The difference between the West End railway system of Boston in 1890 and the business of iron and steel making in 1901 was that the electric system was at that time practically new and experimental; now, with respect to the new enterprise of which Mr. Moxham had spoken, they were availing themselves of all the ingenuity vast sums of money had employed in bringing the manufacture of iron and steel to its present perfected state. The improvements had already reached such a stage that the advantages of changes could be but slight. It meant that whoever started, as the Dominion Company had started, with every advantage in the way of materials and situation for cheap manufacture, could not but succeed. They had the three materials, coal, lime and ore, and there were no advantages under which iron and steel could be more cheaply manufactured anywhere in the world. He knew nothing technically about the method of manufacture of iron and steel, but he had been connected for seven or eight years with the Dominion Coal Company, from which the present enterprise had originated. He was impressed three years ago with the fundamental fact that coal, lime and ore were available for the enterprise, and knew it must be successful. He believed it would, as a basic industry, advantageously affect every business in the Dominion. He hoped they would have the pleasure of welcoming many Toronto business men on a visit to Sydney during the coming summer.

#### A VOTE OF THANKS.

Mr. J. P. Ellis moved a vote of thanks to the lecturer in a brief speech, in which he referred to the lessons of the industrial development of the United States, deducing the application that as the iron industry of Canada prospers, so will Canada prosper. Mr. A. E. Ames, President of the Board of Trade, seconded the motion, commenting upon the marked development in Canada which the past few years have seen. While they were gathered to hear Mr. Moxham, to the west at the same moment Mr. Clergue was being honored at the Soo, and in the remoter west developments were going on apace in the coal and gold mines. It had been a great treat to hear Mr. Moxham and Mr. Whitney speak—both gentlemen looked their parts as captains of industry.

After a few words from President Ellis the meeting broke up.



TO HIS EXCELLENCY  
THE RIGHT HONORABLE THE EARL OF MINTO.  
GOVERNOR GENERAL OF CANADA



The  
Canadian  
Manufacturers' Association

desire to express through  
your Excellency our heart  
felt sorrow at the death of  
our beloved Queen, and to  
assure His Majesty the  
King and all the other  
members of the Royal  
Family that we feel with  
them the Empire's loss,  
and extend to them our  
deepest sympathy.

*P. McAlister*

President

*T. A. Russell*

Secretary





# GROWTH IN MEMBERSHIP.

Seventy-eight New Members Accepted During the Past Month.

THE report of the Industry and Membership Committee of the Association to the Executive Committee, on February 12, was one of the most satisfactory ever presented. In all, seventy-eight manufacturers were recommended for membership in the Association, and the Executive confirmed their election.

The following are the firms admitted to membership:

## I. WOOLLEN GOODS MANUFACTURERS.

Beaumont, Joseph, Glen William, men's half-hose, women's and boys' hose.  
 Brook, Joseph, Simcoe, Ont., woollen goods.  
 Brock, W. R., president Canada Woollen Mills Co.  
 Canada Woollen Mills Co., Toronto.  
 Canadian Woollen Mills Co., St. Hyacinthe, Que., tweeds, flannels and knit goods.  
 Clark, J. & A., Bullock's Corners, blankets.  
 Dufton & Sons, Stratford, manufacturers of tweeds.  
 Mitchell, Wm., Cobourg, Ont., mats, jute, matting and carpets.  
 Oxford Mfg. Co., Oxford, N.S., tweeds, homespun, blankets, yarns, etc.  
 Rosamond, B., Almonte, Ont., knit goods.  
 Standard Woollen Mills Co., Toronto.  
 Thoburn, Wm., Almonte, Ont., woollen manufacturer.  
 Walshaw, J., Bolton, Ont., blankets.  
 Waterhouse & Bradbury, Ingersoll, Ont., woollen mills.  
 Wylie, James, Almonte, flannels.

## II. OATMEAL MANUFACTURERS.

Flavelle Milling Co., Limited, Lindsay, flour, oatmeal and cereal foods.  
 Graham, A., Uxbridge, Ont., rolled oats, oatmeal, rolled wheat.  
 Martin Bros., Mount Forest, oatmeal, split peas, pot barley.  
 Murton, W., Guelph, split peas and oatmeal.  
 McIntosh, P. & Sons, Toronto, breakfast cereals and oatmeal.  
 Ireland National Food Co., Limited, Toronto, breakfast cereal foods, oatmeal, etc.  
 Thomson, Walter & Son, Mitchell and London, oatmeal, split peas, cereal products.  
 Wilson, James, Fergus, Ont., oatmeal miller.

## III. LUMBER MANUFACTURERS.

British Columbia Mills, Vancouver, B.C., manufacturers of fir and cedar lumber.  
 Hastings Shingle Manufacturing Co., Vancouver, B.C., shingles and lumber.  
 Lemon, Connason & Co., Victoria, B.C., planing mills, wood finishing, etc.  
 Moodyville Lands & Sawmills Co., Limited, Moodyville.

Rathbun Co., Deseronto, lumber, sash, doors, blinds, etc.

Robertson & Hackett, Vancouver, B.C., fir, red cedar, spruce, lumber, doors, mantels, moulding, turned work.

Tait, W. L., Vancouver, B.C., fir, cedar and spruce, timber, shingles.

## IV. LITHOGRAPHERS.

Alexander & Cable, Bay street, Toronto, lithographers.  
 Duncan Lithographing Co, Hamilton.  
 Grip Printing and Publishing Co., Toronto, engravers, etc.  
 Howell Lithographing and Engraving Co., Hamilton.  
 Knowles & Co., London, lithographers.  
 Lawson & Jones, London, lithographers.  
 London Printing and Lithographing Co., London Ont.  
 Montreal Lithograph Co., Montreal.  
 Southam Lithograph Co., London, Ont.

## V. MACHINE MANUFACTURERS.

A. A. Ayer, Montreal, Que., iron foundry, engines.  
 Canadian Rand Drill Co., Sherbrooke, Que., air compressors, rock drills.  
 Doig & Co., A. E., Toronto, machine shop, brick machinery a specialty.  
 The R. McDougall Co., Limited, Galt, machine tools, pumps, hot-water boilers.  
 The G. C. Morrison Engine Works, Hamilton, engines, boilers, steam hammers, portable forges.  
 Dominion Rock Drill and Foundry Co., Napanee, rock drills, steam hoists, etc.  
 Vancouver City Iron Works, founders and machinists.

## VI. CANNERS.

Brighton Canning Co., Brighton, Ont., canned fruits, vegetables, meats, evaporated and green apples for export.  
 Boulter W. & Sons, Picton, Canners.  
 Graham R. J., Belleville, Ont., fruit and vegetables.  
 Miller Co., Trenton, Ont., canned goods, fruit, vegetables, meats and poultry.  
 O'Kell & Morris, Fruit Preserving Co., Victoria, B.C., preserves, peels, pickles, sauces, etc.  
 Simcoe Canning Co., Simcoe, Ont., canned goods, evaporated apples, jams, etc.

## VII. GENERAL.

Atlantic Refining Co., A. E. Lewis, Toronto, oil manufacturers and importers.  
 Atlantic Refining Co., F. N. Vanzant, Toronto.  
 Bovril, Montreal.  
 Carter, E. T., Toronto, wool, hides and skins, cotton, tallow, etc.  
 Canadian General Electric Co., Toronto.  
 Corticelli Silk Co., St. Johns, P.Q., silk manufacturing.

Corson, P. R. Co., Toronto, perfumes, cologne, toilet waters, etc.

Dominion Cartridge Co., Limited, Montreal, cartridges, shot, shells and ammunition.

Dowswell Manufacturing Co., Hamilton, clothes wringers, barrel churns, washing machines and other woodenware.

Ewing, S. H. & Sons, Montreal, coffee, spices and corks.

Francis-Frost Co., Toronto, prepared paints, oils and varnishes.

Henderson & Potts, Halifax and Montreal, dry colors, paints and varnishes.

Hamilton Powder Co., Montreal, dynamite, gunpowder and explosives.

Hamilton Powder Co., Pacific Coast branch, Vancouver.

Hamilton, J. S. & Sons, wines, Brantford.

Heney & Co., E. N. Montreal, carriages, harness and horse blankets.

Imperial Syrup Co., Vancouver, refiners of syrup.

Patent Clothboard Co., Limited, Parry Sound.

MacLean Publishing Co., Limited, Hugh C., Toronto, publishers "The Ladies' Magazine."

Pink, Thos., Pembroke, Ont., lumbering tools.

The Page Wire Fence Co., Limited, Walkerville, Ont., woven wire fences, gates, lawn fences, fence staples.

Page-Hersey Iron and Tube Co., Montreal, wrought iron pipe, galvanized pipe, couplings, nipples, etc.

Peter Hamilton Manufacturing Co., Peterboro', manufacturers of agricultural implements.

Shuttleworth & Harris, Brantford, pickles, relishes, etc.

St. Henri Chemical Co., Limited, Montreal, glycerine.

Starr Manufacturing Co., Dartmouth, N.S., skates, boots, spikes, etc.

Slater Shoe Co., Montreal, boots and shoes.  
 Wallace, A., Vancouver, ship and boat builder.

Windsor Salt Co., Windsor, Ont., salt.

These applications were proposed by the following members:

J. O. Thorn.....	22
Wm. Stone.....	8
Membership Committee.....	35
P. W. Ellis.....	3
Jno. F. Ellis.....	1
Jas. P. Murray.....	2
Robt. Munro.....	2
R. E. Millichamp.....	1
Jno. J. McGill.....	1
E. V. Tillison.....	1
W. K. McNaught.....	1
M. J. Taylor.....	1
W. C. Breckenbridge.....	1



# CANADIAN TRADE INDEX

Is now Being Prepared by the Association.

THE Canadian Manufacturers' Association has pleasure in announcing to its members, and to Canadian manufacturers generally, the preparation of a second classified directory of its membership. The edition will consist of at least 15,000, available for home and foreign distribution. The work of compilation will begin at once, and must be ended by April 1 in order that the directory may be issued in time for the Glasgow Exhibition, and for the Pan-American Exposition at Buffalo, both of which open in that month. Your attention is directed to the following points:

## I. THE AIM OF THE BOOK.

Briefly speaking, the Index will hold two objects prominently in view:

First—The advertising of Canada and Canadian industries to the world, and the bringing by this means to our industrial establishments a larger share in international trade. One of the great drawbacks to the development of Canadian trade has been the lack of information in foreign countries relating to the resources of Canada and to the ability of Canadian firms to supply merchandise for foreign markets. The Index will impart accurate information regarding the important manufacturing industries of Canada, and will at the same time furnish classified lists of each line, so that the foreign merchant or buyer will be able to see at a glance what industries are prominent in Canada, and also the parties with whom to communicate in order to establish business connections.

Second—The providing of a reliable list of Canadian manufacturers and their manufactures. A work of this kind will be important in many ways. This Canadian Trade Index, prepared by the Manufacturers' Association, will be regarded with especial confidence by foreign merchants, for it will appeal to them as a record of the most representative and progressive firms of the country; and on their part the foreign merchants will feel in a position to deal with such firms with especial confidence.

## II. ITS DISTRIBUTION

### (a) IN CANADA.

First—The Index will be sent free to each member of the Association, to all the leading Boards of Trade and Chambers of Commerce in Canada, and to the leading trade journals.

Second—Provision will be made for an extended sale of the publication to the trade generally in Canada, at the price of \$2.00 per copy. Manufacturers may feel sure that the distribution of the Index, which is in the charge of a committee of manufacturers directly interested in its wide circulation, will be actively pushed.

### (b) IN OTHER COUNTRIES.

Provision has been made for an extensive circulation of the Index outside of Canada. It will be distributed absolutely free of charge, for the purpose of advertising Canadian industries and Canadian manufacturers in foreign markets, to the following:

First—To inquirers for Canadian trade and articles of Canadian manufacture at the Glasgow Exhibition (May to November, 1901).

Second—To similar inquirers at the Pan-American Exhibition (Buffalo, May to November, 1901). For the use of South-American visitors present at this exhibition the names of articles manufactured will be given in Spanish, French and English.

Third—To the leading Boards of Trade and Chambers of Commerce in the British Empire, where it will be kept on file for reference.

Fourth—To the leading foreign trade papers, for many inquiries are constantly coming through these channels.

Fifth—To the British consuls the world over, some 700 in number. Manufacturers who have had occasion to make inquiries through the offices of the British consulates know how valuable this distribution will be.

Sixth—To the various Canadian Government Agents abroad. Special provision will be made for its distribution through these officers.

Seventh—To all parties inquiring directly to the Association for articles of Canadian manufacture. Advertisements will also be placed in some of the leading foreign trade papers to the effect that a line addressed to the Canadian Manufacturers' Association will obtain for the inquirer full information as to lines of Canadian products available for export, and that this Index of manufacturers of Canada will be sent free of charge.

Eighth—Special provision is being made to secure a good distribution in Great Britain, Australia, the West Indies, South Africa and South America, where many of our manufacturers are already finding a profitable market for their goods.

## III. ITS CONTENTS.

It is safe to say that no previous publication has had anything like the comprehensive mass of information relating to Canadian products that will be contained in this publication. Briefly speaking, the contents may be enumerated as follows:

First—A general introduction to Canadian industries and Canadian manufacturers, together with statistics of their development. Special articles will also point out the position of some of the leading industries.

Second—An alphabetical list of the members of the Association, each member being allowed 36 words to set forth his firm name, address, cable address and general information as to his manufactures. Reference to the page where his advertisement may be found, should he make use of the advertising space available in the publication, will also be noted there.

Third—An alphabetical list of the articles produced in Canada by members of the Association. These articles will be given in English, French and Spanish, and under each article will be given a list of their manufacturers.

Fourth—A directory of the registered cable addresses of the members, with the codes used.

Fifth—An Index in French of the various articles manufactured, and reference to the page where the manufacturers of these articles are to be found.

Sixth—An Index in Spanish of the various articles manufactured, and reference to the page where the manufacturers of these articles are so be found.

Seventh—Advertisements of manufacturers and others using the publication. The value of advertising space in this Index will be especially great, in that its preparation by the Association will stamp it as the most reliable work relating to Canadian manufactures. Cross-indexes to advertisers and manufacturers will likewise be a feature in this connection.

Advertisers may have their advertisements not only in English, but also in French and Spanish. Notices will be translated into French and Spanish free of charge. The price for the advertisement is \$100 per page, \$60 per half page and \$36 per quarter page. Advertisements will be classified according to trades and be placed together in the back of the publication.

Insert pages may be used at the same rate charged for regular page advertising.

## IV.

You will note, first, that this directory is published for the sole purpose of advertising the industries of Canada. As it is prepared by the manufacturers themselves and supervised by their own organization, it is in the hands of the very men whose interest it is to have the work as carefully compiled and as widely distributed as possible.

Second—It guarantees an issue of at least 15,000.

Third—It is furnished with inquiry blanks, whereby a possible buyer is encouraged to apply to any of the listed names for prices or to the Association itself.

Fourth—The directory, finally, will be particularly serviceable at the present period of trade development.

## V. CONDITIONS OF ENROLLMENT.

Enrollment in the alphabetical list of manufacturers, in the list of articles produced by the firm in the classified column of articles, and in the list of registered cable addresses and codes used, is free to every member of the Association. The only charge is for special advertising space. No manufacturer can afford to be omitted from the publication.

For further information, apply to

Secretary, CANADIAN MANUFACTURERS' ASSOCIATION,

Board of Trade Building, Toronto.



# THE RAILWAY QUESTION.

Work of our Committee.

THE report of the Railway and Transportation Committee to the Executive Committee on February 12 was of more than usual interest. It indicated that the committee had made considerable progress in connection with some of the grievances submitted by members of the Association.

## ST. MARY RIVER RAILWAY.

In the first place, the Association had for some time been urging on the Government that proposed changes in rates and classifications should be submitted to the Railway Committee of our Association before being approved of by the Governor-in-Council, and so becoming law.

The Department of Railways and Canals acceded to this request, and the Railway Committee have to report the first instance of a by-law of one of the railway companies being submitted for approval.

The by-law submitted was that of the tariff of rates of the St. Mary River Railway from Lethbridge.

The committee did not have before it information of such a character as to enable it to intelligently criticize the by-law and informed the Department to that effect. It is expected, however, in other cases in which freight matters concerning members of the Association come up for consideration, that reliable information will be to hand.

## CLASSIFICATION.

The second feature of the report was the announcement that the railway companies had heard the committee on behalf of certain members of the Association. A deputation representing the Transportation Committee of the Association and also some of the interests affected, appeared before the Tariff Committee of the railways to state their case. The result was a thorough and interesting discussion of the points raised, and opportunity was afforded for both parties to obtain considerable information.

Mr. P. W. Ellis introduced the deputation and briefly explained that the Association proposed to state their objections to the various railway rates affecting certain industries, and that in so doing it would speak not for individuals, but for the industries themselves as a whole.

He also thanked the Tariff Committee for the opportunity of laying the different cases before them collectively.

Mr. Geo. H. Heintzman, representing the piano manufacturers, pointed out the unfairness of the present classification, requiring a minimum weight of 20,000 lb.

on a car of pianos, when, as a rule, not more than 12,000 lb. could be loaded. The result was that the railways afforded no carload rate on pianos, it being more profitable to ship in l.c.l. lots.

Mr. J. A. Wells, of the Canada Cycle and Motor Co., stated the case of the bicycle manufacturers, who, at the present time, have no carload rates except on shipments to the Pacific Coast. He further pointed out how the present high rate on bicycles leads to the shipment of very large quantities of these by express, there being many cases in which express rates were lower than the freight rate. He pointed out how unjust this was, and how detrimental to the best interests of the railway companies who were consequently compelled to carry freight on their passenger trains at a lower rate than on the regular freight trains.

Mr. H. S. Cane, of Newmarket, and Mr. E. C. Boeckh, of Toronto, appeared on behalf of the manufacturers of woodenware, who are charged a carload minimum of 20,000 lb. when it is practically impossible to include more than 14,000 lb. in these cars.

Both these gentlemen pointed out how they were injuriously affected by competition with United States firms, who were furnished with cars of such size as to permit of their loading the required minimum, whereas in the cars furnished by the Canadian railways this was absolutely impossible.

This matter brought out very careful discussion, for Mr. Cane was able to point out that the effect of this regulation was most injurious to the present development of the Canadian woodenware manufacturers.

The secretary presented the case of the distillers, who asked that the classification should be made the same for cased liquor as for liquors in bulk. He pointed out that the value of the article carried was the same; that the cased liquor was much safer to handle, and less liable to extensive damage, and, thirdly, that it was the more desirable class of freight to encourage, as it led to a heavy inward freight on the boxes, bottles, corks, etc., and to at least double the outward freight afforded by bulk liquor.

Mr. J. M. Taylor, chairman, brought forward some very pointed instances of how the railways had failed to provide adequate shipping facilities for export trade. He cited a number of cases where goods had lain on the dock some weeks, and, again, where they had actually been taken off the ship after they had been loaded, in order to

make way for other freight. This, he contended, was most unfair to the shippers, and prevented the building up of any extensive export trade.

The representatives of the railway companies urged that this was a matter not in their hands, but in the hands of the owners of the steamships.

Mr. Taylor, however, had a letter from the Department of Trade and Commerce, in which it was stated that the steamship companies had a general complaint that they were hindered by the railway companies not delivering their cargoes in time to fill up the steamers, and get them off according to their sailing dates.

After discussing these various points our committee withdrew to enable the representatives of the railway companies to discuss the grievances that had been submitted.

It has since been intimated by the chairman of the Classification Committee that these matters are to come up for consideration at a special meeting to be called in the near future.

## FREIGHT TO AUSTRALIA.

The committee has also given some attention to the rates and facilities afforded for transmission of freight from Canada to Australia. A number of shippers have found it practically impossible to obtain shipping facilities via Vancouver, and also complain that these rates are very expensive, as compared with other competing routes. As a result, a letter was addressed to the general traffic manager of the C.P.R., drawing his attention to the fact that it had been during the past season practically impossible to secure shipping space via Vancouver unless same was engaged many weeks in advance, and asking if it would be possible to have additional steamers put on the Vancouver route.

The letter also drew attention to the increasing trade being done between Canada and Australia and to the need for encouraging this by proper transportation facilities, and suggested that the time was now opportune to consider direct sailings from Eastern Canadian ports to Australia.

The letter received by the committee in reply indicated that the matter of increased accommodation from Vancouver was now receiving attention, and that possibly in the near future vessels would be put on to make the service three-weekly instead of monthly, provided the freight continued to offer in sufficiently large quantities.

It also indicated that the rates, however,



were very reasonable via Vancouver, and asked for any information to the contrary.

The committee is now seeking full information as to comparative facilities and rates afforded via Vancouver and via United States ports, in order that it may have the fullest information to thoroughly take up this important question, for during the past year a very large number of Canadian manufacturers have made arrangements for representation in Australia.

Whether they will be able to extend their business in that direction is largely to be decided by the facilities for cheap, economical and speedy transportation of their goods to that market.

### CANADIAN REPRESENTATIVE TO AUSTRALIA.

The suggestion made by Mr. Geo. H. Hees to the effect that Mr. J. S. Larke, the Canadian Commissioner in Australia, should be given leave of absence to permit him to return to Canada and obtain full and up-to-date information as to the present position of manufacturing and exporting here, has also met with approval from the Commercial Intelligence Committee and the general Executive of the Association.

On discussion, the members seem to have felt strongly that no matter how active and zealous Mr. Larke was in the performance of his duties in Australia, still he was not in a position to give that information about the present position of manufacturing and exporting that he should be, for great changes have taken place during the past six years, since he went to Australia in the interest of Canadian trade.

This recommendation is one which should commend itself to the Government, and our manufacturers would look forward with interest to the return of the commissioner, who has been instrumental in securing a very large proportion of the present trade that is being done between the two sister colonies.

### A TRADE COMMISSIONER TO GREAT BRITAIN.

The proposition submitted to the Executive Committee at its January meeting by Mr. Geo. H. Hees, chairman of the Tariff Committee, was considered by the committee on Commercial Intelligence and strongly recommended to the Executive Committee for adoption.

The executive likewise expressed its approval of the suggestion, and communication is now being had with the Department of Trade and Commerce advising the appointment of a trade commissioner in Great Britain, who will have the direction of all matters relating to trade with that country; who will assist in bringing merchants into close connection with manufacturers and shippers in Canada, and who will keep an office fitted up in London to be the head-

quarters of Canadian exporters, with all information necessary to assist them in securing prospective customers.

Recommendation will further be made that such an appointee should be a Canadian, conversant with all the principal industries of the Dominion, and that he should before leaving visit all the leading trade centres, and meet the various Boards of Trade and merchants interested in the development of Canadian trade.

There can be no doubt but that this resolution will be strongly backed up by all the members of the Association, and it is hoped that the Government will see fit to adopt it, as there is the very greatest room for an office of this kind in Great Britain.

### PREFERENTIAL TARIFF WITH AUSTRALIA.

A TIMELY SPEECH.

MR. GEO. H. HEES, chairman of the Tariff Committee of the Association, before the Manufacturers' Association, March 12th, 1901, spoke as follows:

"Mr. President,—I would like to say a few words on preferential tariff between Australia and Canada. As the Australians have practically confederated their different colonies, and will soon be engaged preparing their new tariff laws, I think it is the duty of this Association—which is formed to look after and protect the interests of the manufacturers of Canada—that we urge the Dominion Government to at once send to Australia one of their best diplomatic statesmen to try and arrange with that country a preferential tariff. Many of our manufacturers who are competing with other countries, and especially the United States, for the Australian trade, are handicapped by our inland freight rates, and if we could secure preferential tariff privileges with that country, we would have advantages that would place us on a footing that would enable us to secure a large and valuable increase in business that is now denied us. If we ever expect to secure a preferential tariff arrangement with Australia, the present is the golden opportunity. If they once adopt a tariff schedule, it will most likely remain unchanged for years, and if our Government fails to improve this opportunity to benefit the manufacturers and exporters of Canada, it will be most regrettable. No time should be lost in urging the Government to send a first-class diplomat, who would have weight to accomplish what he is sent out for. The small expense attending the representative would be infinitesimal compared to the great increase in business that would naturally follow his efforts. The Government's influence could not be exerted in any direction that would do so much towards promoting the manufacturing industries of Canada as by promptly acting on this suggestion."

Mr. Hees' suggestions were adopted unanimously by the Association, with

instructio  
Commercia  
of our membe  
Parliament.

### INFORMATION AS TO FOREIGN SHIPPING.

From time to time the Association is in receipt of inquiries from its members as to the parties in different countries who are importing certain classes of articles, and also for some information as to the amount and value of such imports.

The Association hopes to be able, within a few weeks, to furnish just this information to its members, and will do so free of charge.

It is expected that arrangements will be completed whereby it will be possible to furnish this class of information for a very great number of the ports in which our manufacturers are interested, and it will furnish not only the names of the different importers, but also the amount of the various classes of goods imported by them.

### WORDS OF APPRECIATION.

The following is a letter received by the secretary of the Association from one of our members:

T. A. Russell, Esq., Secretary of the Canadian Manufacturers' Association, Toronto.

Dear Sir,—Your kind letter of January 22, to hand. Please accept our thanks for the letters of introduction to business firms in the Old Country. We shall never forget the assistance we have received from the Canadian Manufacturers' Association, and we are sure that these letters will be of much service to Mr. Evel while abroad.

### THE LABOUR GAZETTE.

Our members should now all be in regular receipt of copies of The Labour Gazette, as the Association has subscribed to have it sent to all its members until August 1, of this year.

Many of our members have written expressing their appreciation of The Gazette, and of the watchfulness of the Association in securing it for its members.

Mr. F. Hurtubise, of Plessisville, Que., writes as follows:

Mr. T. A. Russell, Toronto.

Dear Sir,—I have read your article in INDUSTRIAL CANADA on The Labour Gazette. Allow me to remark that manufacturers should take up the matter with their men and have them subscribe to The Gazette, only 20c. per year. Thirty-nine of our men have subscribed to The Gazette. In a few days I will send some more to the Department of Labour.

I consider that every mechanic, laborer, or employee should be a subscriber to this publication.

Yours truly,  
(Sgd.) F. HURTUBISE, Mgr.



## BUILD UP OF CANADIAN PORTS.

suggestion by W. K. McNaught.

THE following is a letter addressed by Mr. McNaught to the president of the Association, bearing upon an important subject with reference to Canadian shipping and Canadian ports. The letter concludes by submitting a notice of motion to be considered at the next meeting of the Executive Committee, to be held on March 12. In this way opportunity is given for the fullest discussion of the subject by all who may be interested, either as importers or exporters, and consequently making use of the facilities afforded by the railway companies and steamship lines, both to Canadian and United States ports. The notice of motion has also been referred to the Railway and Transportation Committee for report thereon, and their report will form the basis for discussion at the next executive meeting. Any members who may have any views on the subject are urged to send them to the secretary at their earliest convenience, as the matter is one of great importance, and should receive full discussion from every point of view before it is passed upon by the general association. The fullest expression of opinion is therefore cordially invited. The following is Mr. McNaught's letter:

Toronto, February 11, 1901.

P. W. Ellis, Esq., President Canadian Manufacturers' Association.

Dear Sir,—The recently expressed intention of the C.R.R. and G.T.R. of Canada regarding the removal of a considerable portion of their traffic to United States seaports for shipment to Great Britain and Europe has created a great deal of anxiety in the minds of many Canadians, who have always considered that our two great national railways, which have been largely subsidized by Canadian public money, and which are mainly supported by Canadian traffic, should assist as far as possible to build up, instead of destroy, our national seaports, and our direct ocean-carrying trade with the Mother Country and foreign countries generally.

If Canada is ever to become great commercially, it is imperative that Canadian commerce shall be forced, as far as possible, to use Canadian railways, Canadian canals and Canadian seaports, in order to build up Canada instead of any foreign country.

This is quite evident, that if our two great national railways carry out their contemplated action the result, if not disastrous to Canadian shipping ports and to Canadian commerce, will, to say the least, be highly injurious to them.

Fortunately, a remedy easy of application lies to our hand, and that is to refuse to allow the preferential tariff rebate of 33 per cent. on goods of British manufacture, unless they are imported directly from Great Britain into some Canadian port.

In other words, British goods imported through any foreign country should not be allowed to participate in this tariff preference.

Were such a policy enforced our railways would be compelled to use Canadian instead of foreign seaports. Our importers would be forced to do likewise, and the result would be upbuilding of Canadian seaports and direct Canadian ocean traffic, as would not have been possible under former conditions.

The result would be to build up our own Canadian ports of Montreal and Quebec, Halifax and St. John, and others, instead of Portland, Boston and New York. The Intercolonial, the only railway in Canada owned by the people, would have to be double-tracked, and, instead of being an incubus, would become one of our best and most valuable national assets. The great ports of Montreal and Quebec would experience much benefit from the increased trade which would follow such legislation, and, as a result, vessels using the St. Lawrence route would be able to get good cargoes both ways, a thing that is hard to obtain under present conditions, when Canadian commerce is divided up between the United States and Canadian ports. As a result of this, freight rates would be reduced between Canadian ports and Europe, and the people of Canada generally would benefit as a result of these new and improved conditions.

This is not a sectional affair, but a national one. So far as Ontario and the West is concerned, it may not directly make much difference whether their products and imports go and come through an American port or not.

But, from a national standpoint, everything that will help to build up Canadian seaports, Canadian shipping, and to lead to the employment of Canadian, instead of foreign labor, must be of interest to every city of the Dominion.

I could add much more, Mr. President, but will hold it until the matter can be properly discussed by the Association. In the meantime I append herewith a notice of motion regarding it, so as to bring the matter properly before you, and to allow time for consideration before it is passed upon.

Yours truly,

(Signed) W. K. McNAUGHT.

### NOTICE OF MOTION.

"That, in the opinion of this Association, the best interests of the Canadian people demand that the tariff preference of 33 per cent. now given to goods of British manufacture should be allowed only upon such articles as are imported direct from Great Britain (or any British colony having preferential arrangement with this country) to some port within the Dominion."

## OPPOSITION TO MR. McNAUGHT'S PROPOSAL.

IN another column is found a letter from Mr. McNaught, giving notice that at the next Executive meeting he will move that the Government be memorialized to allow the preference in favor of British goods to operate only when those goods are imported into Canada direct through a Canadian port. On the same page full discussion is invited from our members, and we have therefore pleasure in publishing the following letter from J. O. Thorn, of The Metallic Roofing Co., Toronto, urging some strong objections to the proposed motion: The Secretary Canadian Manufacturers' Association, Toronto.

Dear Sir,—With reference to Mr. McNaught's proposal to compel importers to use Canadian ports or forfeit the 33½ per cent. preferential duty upon imports of British manufacture, and his notice of motion relating thereto, I desire to enter a most emphatic protest against the adoption of any such policy.

I am heartily in accord with the idea of building up our Canadian ports, but not at the expense of British and Canadian manufacturers.

Many of our manufacturers have to import the whole or part of their raw materials, and if they are to be compelled to use Canadian ports without regard to convenience, rapidity, and cost of transportation, their industries will be seriously affected, and I know that in our case we should at once be driven to importing the whole of our raw materials from the United States.

Mr. McNaught does not seem to have realized to what extent articles of United States manufacture have already displaced those of British manufacture in this market. Surely he does not wish to assist this United States competition, and in addition place Canadian importers more than ever in the clutches of the railway and steamship companies!

I understood him to be a strong advocate of preferential trade within the Empire, but his new proposal, if adopted, would, I think, help to kill it.

Trying to compel importers to use St. John and Halifax exclusively, as winter ports, would, I feel, be detrimental to many British and Canadian manufacturing interests, for reasons too lengthy to explain in this letter, but which will doubtless be readily apparent to those engaged in the industries that would be affected.

To my mind, the true policy for us to pursue at the moment is to advocate the widening and deepening of the St. Lawrence from the Gulf to Montreal, and also to, if possible, arrange for having that route lighted by electricity or otherwise, so that vessels could use it with safety at night, and if these very necessary improvements were carried out they would probably result in



reducing marine insurance rates. Let us urge this upon the Government, and I am satisfied that we shall do more towards the building up of at least one very important Canadian port than by the policy proposed by Mr. McNaught. Having traversed the route referred to I know whereof I speak.

Proper wharf accommodation and terminal facilities must also be provided to admit of the cheap and rapid handling of cargo.

Let the Government push to rapid completion our canal and river navigation improvements, and I venture to say we shall be well satisfied with the results.

Let us commence at the root of the evil and then by overcoming it we can build upon a solid and substantial foundation.

I may have more to say upon this subject later on, and in the interval I hope that other manufacturers will carefully consider the matter and write you their views upon this very important subject.

Yours truly,

J. O. THORN.

### THE MANUFACTURERS IN BRITISH COLUMBIA.

IF there has been one feature that has marked the development of the Association of late more than another it has been the growth of its influence and of its membership in all parts of the Dominion, thus making it not an organization merely representative of Ontario and Quebec, but thoroughly representative of every Province of the Dominion.

During the past month Mr. H. J. Dale, representing the Association, has called upon a number of manufacturers in Vancouver and Victoria, and, as a result, a very large number of the manufacturers in that Province have sent in their applications for membership; eleven of these being passed at the last Executive meeting, while the others have come to hand since.

The result of this will be that the manufacturers will now have the benefit of an Association whose interests are as extensive as those of the country itself, and the deliverances of its committees will henceforth carry much greater weight and influence.

Several of the leading daily papers in Vancouver and Victoria commented at considerable length upon the aims and objects of the Association, and the advisability of the manufacturers in the West coming more in contact with their friends in the eastern parts of Canada.

With the increasing trade with Japan and China, and again with Australia, the importance of British Columbia as a manufacturing district must largely increase, and the members of the Association in the older Provinces will receive with enthusiasm the admission of our British Columbia lumber and other interests into the Association.

It is particularly opportune that these firms should consider membership at the present time when the Association is preparing a classified directory of its membership, as once this has been prepared it will remain as the standard work on the membership of the Association for some time to come.

We bespeak for Mr. Dale similar success in meeting with the manufacturers in Manitoba during the coming month.

## DEATH OF THE QUEEN.

Special Meeting of the Executive.

A SPECIAL MEETING of the Executive Committee of the Association was held in association rooms, January 23, at 2 p.m.

Until the arrival of the president, Mr. J. F. Ellis occupied the chair.

Others present were Messrs. Geo. Booth, John F. Ellis, W. K. McNaught, J. O. Thorn, F. B. Fetherstonhaugh, W. K. George, Wm. Stone, Thos. Roden, E. C. Boeckh, John M. Taylor, P. W. Ellis.

The chairman drew attention to the reason which had brought together the meeting, and referred in feeling terms to the bereavement that had fallen upon the Empire. The following resolution was adopted:

"We, the Canadian Manufacturers' Association, desire to express through your Excellency our heart-felt sorrow at the death of our beloved Queen, and to assure His Majesty the King and all the other members of the Royal Family that we feel with them the Empire's loss, and to extend to them our deepest sympathy."

The secretary was instructed to telegraph the message to the Governor-General, and also to have copy of same engrossed and forwarded.

Moved by Mr. Roden, and seconded by Mr. Stone, that the date arranged for the dinner and the metric system be postponed indefinitely.

The president arriving took the chair and the meeting resolved itself into a committee to discuss matters in connection with the Trade Index.

Immediately after the close of the Executive meeting the message above referred to was telegraphed to His Excellency the Governor-General, to which reply was received as follows:

"Canadian Manufacturers' Association, Toronto.

"I am directed by His Excellency to acknowledge receipt of letter and sympathetic resolution of the Canadian Manufacturers' Association, and to inform you that it will be duly forwarded.

"CAPTAIN GRAHAM,

"Governor-General's Secretary."

While a further reply was received on January 26 from Ottawa as follows:

"I am directed by the Governor-General to inform you that His Excellency has been commanded by His Majesty the King to express to you His Majesty's heartfelt thanks for your kind message of sympathy.

"CAPTAIN GRAHAM,

"Governor-General's Secretary."

In addition to this the resolution has been engrossed and forwarded to the Governor-General for transmission. A fac simile is reproduced on another page in this issue.

### TRADE INDEX.

A special meeting of the executive was held together with committee dealing with Trade Index to make final arrangements for issue of same.

Mr. P. W. Ellis, chairman.

It was moved by Mr. J. F. Ellis, and seconded by Mr. McNaught, that the Association get out an index on lines similar to that issued last year, including only members of the Association under classified headings. Carried.

Moved by Mr. J. P. Murray, seconded by Mr. J. M. Taylor, that a larger size be adopted for the book, that it be 7½ x 10 inches instead of 6 x 9 as last year.

Moved by Mr. McNaught, seconded by Mr. Ellis, that advertising rates for outsiders should be \$100 per page, \$60 per ½ page, and \$36 per ¼ page, and that the charge for members be one-half of the above.

Moved in amendment by Mr. J. P. Murray, seconded by Mr. Thorn, that the advertising rates be \$80 per page, \$50 ½ page, and \$30 ¼ page. The amendment was lost and the motion carried.

Resolved, that all advertisements be put in the back of the book with the exception of one inside the front cover.

Moved by Mr. W. K. McNaught, and seconded by Mr. Thorn, that the following charges be made for preferred spaces: Outside back cover, \$200; inside back cover, \$75; inside front cover, \$100; first page after reading matter, \$75. Carried.

Moved by Mr. McNaught, and seconded by Mr. Thorn, that inserts be allowed on white paper with the heading at the top as on other pages at the same rate as for regular advertising.

Moved by Mr. George, seconded by Mr. Murray, that each member be permitted 36 words to set forth his firm name and business in the directory. Carried.

Resolved, that final arrangements as to representatives of the Association to collect material should be placed in the hands of the president, past-president, Mr. Ellis, treasurer and secretary.

Attention was drawn to the fact that one-half of the present year of the Association was now over, and that consequently intending members felt that they should not be called upon to pay the full fee for a half-year's membership.

Resolved, that the principle should be established that the payment of \$15 membership fee should entitle subscribers to membership in the Association to August 1, 1902.

The meeting then adjourned.



## SOME ARTICLES IN TRADE JOURNALS

On File at the Office of the Association which may interest you.

- Accidents to Laborers in United States.—Bulletin of Department of Labor in United States.
- A Practical Laboratory.—Iron Age.
- A Century of Engineering.—Iron Age.
- American Boots and Shoes in England.—Monthly Summary of Commerce and Finance of the United States.
- American Steel in Scotland and England.—Monthly Summary of Commerce and Finance of the United States.
- Africa's Consumption of Boots and Shoes.—Monthly Summary of Commerce and Finance of the United States.
- A Century of Textile Industry.—Textile Recorder.
- A New Principle Vigas Engine Design.—Iron Age.
- Bleaching, Dyeing, Printing and Finishing.—Textile Recorder.
- Belgium as a Market for American Furniture.—American Furniture Trade Review.
- British Workmens' Compensation Act.—Bulletin of Department of Labor of United States, 1901.
- British Hardware Trade.—Iron Age.
- Banks in Rio de Janeiro.—Consular Reports, February, 1901.
- Banquetting—Its Progress and Commercial Advantages—Bureau of the American Republics.
- Belt Driving.—American Manufacturer.
- Commercial Education in Saxony.—Consular Reports, February, 1901.
- Compression of Fluid Metals, The.—Iron Age.
- Currency of Persia, The.—Consular Reports.
- Condition in German Iron and Steel Market.—Consular Reports.
- Copper Mining in the United States.—American Manufacturer, January.
- Complaints against Factories.—American Fertilizer, January.
- Developments of Textile Patterns in Former Centuries.—Textile Recorder.
- English Trade Unions.—American Manufacturer.
- Educational Work of the Cooper Union.—Iron Age.
- Electrical Goods in Calcutta.—Consular Reports.
- Eggs and Poultry from the Antipodes.—British Trade Journal.
- Electric Distribution of Power in Workshop.—Iron Age.
- Foreign Labor Statistics.—Bulletin of Department of Labor of United States.
- Forestry in British India.—British Trade Journal.
- Foundry Iron.—American Manufacturer.
- French Wool Trade.—Consular Reports.
- Gas Engine Built on Same Lines as Steam Engine.—American Manufacturer.
- Gas Engines.—American Manufacturer.
- Great Britain's Export of Iron and Machinery.—Iron Age.
- Geological Characteristics of New Gold Fields in Central Canada.—British Columbia Review.
- German Bicycle Industry.—Consular Reports.
- Italian Shipping Bounties.—Board of Trade Journal, January, 1901.
- India, Commercial Opportunities.—Commerce, January, 1901.
- Latin America.—Bureau of American Republics.
- Labor Statistics, Kansas.—Bulletin of Department of Labor of United States.
- Labor Statistics, Maryland.—Bulletin of Department of Labor of United States.
- Labor Statistics, Michigan.—Bulletin of Department of Labor of United States.
- Labor Statistics, Ohio.—Bulletin of Department of Labor of United States.
- Labor Statistics, Tennessee.—Bulletin of Department of Labor of United States.
- Labor Legislation in United States.—Bulletin of Department of Labor of United States.
- Lumbering in Canada.—Commercial.
- Lake Superior.—Ore Mining (first half of)—Monthly Summary of Commerce and Finance of United States.
- Lighting by Acetylene Gas.—British Trade Journal.
- Manufacture of Fire Bricks in Philippis.—Bureau of American Republics.
- McKenna Process of Preserving Old Steel Rails.—Iron Age.
- New Custom Tariffs in Bermuda.—Department of Trade and Commerce in Canada.
- New Custom Tariffs in Peru.—Board of Trade, February.
- New Custom Tariffs in Ecuador.—Board of Trade, February.
- Nickel Industry in Canada.—American Manufacturer.
- Past Year's Trade with South Africa.—Department of Trade and Commerce in Canada.
- Preparation of Textile Threads for the Loom.—Textile Recorder.
- Prices and Rates of Wages in Manilla.—Bulletin of Department of Labor of the United States.
- Refrigerator Steamships between the United States and South Africa.—Monthly Summary of Commerce and Finance of United States.
- Railway Work in Western Canada for 1900.—Commercial.
- Russia's Foreign Trade.—The Mercantile Guardian.
- Science in Education.—The Canadian Engineer.
- South-African Machinery, Hardware and Metal Trade.—The British and South-African Export Gazette.
- Sugar Industry in the Leeward Islands.—Commerce, January.
- Tariff in British India.—Department of Trade and Commerce in Canada.
- Tariff Modifications in New Zealand.—Department of Trade and Commerce in Canada.
- Tariff of Salvador.—Consular Reports.
- Tariff Legislation and Commercial Treaties in Germany.—Consular Reports.
- Tariff Valuation on Certain Goods in India.—Board of Trade, January.
- Trade Mark Registration and Foreign Trade.—British Trade Journal.
- Trade in Frozen Meat.—British Trade Journal.
- Trade with Latin America.—Bureau of American Republics.
- Trade Tariffs in Persia.—The Mercantile Guardian.
- Test of Masonry and Brick Work.—Canadian Architect and Builder.
- Tinplate Industry.—American Manufacturer.
- United States Steel Co.'s New Plant.—The Iron Age.
- United States Competition with British Manufacturers.—British Trade Journal.
- Why our Foreign Trade Grows.—American Manufacturer.
- What Italy Ships to South Africa.—The British and South-African Export Gazette.
- Wool Supply.—Bureau of American Republics.
- Weaving and Weaving Appliances.—Textile Recorder.
- Worsted Serges, Woollens.—Textile Recorder.

### FRENCH TARIFF.

The French tariff was also discussed by the Committee on Commercial Intelligence and recommendation made to the Executive Committee that a letter be sent to the Government asking it to use its influence to have Canadian goods placed on the minimum tariff basis. At present, all Canadian goods entering France are required to pay the maximum duty under their tariff law, whereas goods imported from other countries are, in many cases, admitted on the minimum tariff basis.

The Association now asks its members who are exporting to France to inform it as to their particular articles of export to that country, as it may be possible to have at least these placed on the minimum basis, should it be impossible to secure a readjustment of the whole tariff as regards Canadian goods.

Members who are interested are therefore asked to reply at their earliest convenience, furnishing this information, if possible, for the use of the committee of the Association.

### THE DOMINION CARTRIDGE CO., LIMITED.

Mr. C. Bowes Thistlethwayte, manufacturers' agent, 34 Vickery's Chambers, 76 Pitts street, Sydney, is the sole Australian agent for the above company, whose headquarters are at Montreal, Canada, is rapidly pushing the firm's cartridges through the colonies. As a special inducement to buyers, the company will deliver in five weeks to Sydney, Melbourne, Adelaide, or Brisbane by fast mail route via Vancouver, and will allow half the freight on every 100 lb. sent that way.—From Australian Hardware and Machinery.



## CHEMISTRY APPLIED TO MANUFACTURING.

ONE of the most encouraging signs of the prospect for the advancement of manufacturing in Canada is the increased interest that is being taken in industrial progress by the institutions of higher education in our country. Heretofore, the universities and their professors have, to a certain extent, stood apart from the business world, and have not manifested a very keen interest in the progress of industry and commerce even in their own land. Happily, now, however, this seems to have changed, and more and more attention is being given in our institutions of learning to those subjects that pertain most closely to the development of the natural resources of our country. Particularly significant in this connection is the recent address delivered by Prof. W. R. Lang, of the Department of Chemistry in the University of Toronto. His address was entitled, "A Century of Chemical Progress," and the closing remarks are of great interest to those engaged in manufacturing pursuits, for they intimate the adoption of a line of policy hitherto not pursued in our universities, namely, a desire to give a practical turn to the instruction in the important department of chemistry. Prof. Lang's closing remarks were:

"I feel I cannot close without some reference to the part that may be taken by chemists in the development of the natural resources of Canada, and more particularly of this Province. I see from that useful volume, a 'Handbook of Canada,' published by the local executive of the British Association meeting of 1897, that our Province is possessed of almost untold mineral wealth. The metals of gold, silver, copper, nickel, lead and iron are in abundance. Of sulphur in combination there is plenty, while coal, mineral oil, phosphates and common salt also are found. The search after the precious metals, mining, the production of copper, iron and nickel are all departments of industry in which many graduates of the university have found, and will, I venture to think, continue to find employment. It is to the men we send forth from this institution that we must look for the proper exploitation of our natural resources.

"While in past years most of our graduates entered the professions of medicine, law or of teaching, now a large proportion are going not only into mining and the other branches of engineering, but also into manufactures and commerce. The future of this country is in the hands of these men. Now that the School of Science has become an integral part of the university and constitutes our faculty of applied science, a stronger tie has been created between this department and that presided over by my colleague, Prof. Ellis, than was possible heretofore.

"It should be the aim of the departments, then, to give our students a

thorough, all-round training in the principles of chemistry, not omitting reference to the practical application of these principles to the arts and manufactures. A chemist thoroughly trained in his subject by a course of study such as can be obtained in any of our universities is the man who is most fitted to apply his knowledge to whatever branch of industry in which he may find himself engaged after he leaves his alma mater. I have heard it advocated that the universities and technical colleges should employ special lecturers, experts in their several spheres of chemical industry, to instruct students in the particular branch which it is their ultimate intention to take up as their life business. Where, I ask, are such men to be found? Is it likely that a manufacturer will enter into all the details of improvements in his own business that he has, after much experience, introduced for the benefit of his own or his employer's profit? In these days of keen competition and of earnest striving to gain even a modest competency, any particular detail or device which will insure a better yield of material or the production of a more superior article than one's rivals in trade can produce is zealously guarded, as well it might be.

"A general knowledge of the principles of the subject is the first great essential, and whether it be metallurgy, brewing, calico printing or dyeing that the young graduate proceeds to, he will always be able to adapt himself to his new surroundings, and be of more use in improving the processes in which he is interested than if his whole time had been spent learning the details of his special work, to the exclusion of the great general principles involved in the sciences. The man with energy and application, but whose academic and scientific training has been nil, has hitherto in many cases succeeded in coming to the front in whatever industry or business he may have taken up. How much more, then, may we expect the scientifically-trained graduate (*ceteris paribus*) to become a successful worker in any of the many great fields open to him."

### AN AUSTRALIAN VISITOR.

During the past month the Association has been favored with a visit from another Australian merchant, who was visiting Canada with a view to establishing connections and securing agencies for Australia. He spent only a few days in Canada, intending to proceed to the United States and Great Britain and complete arrangements there for the representation of some four or five firms in the lines which he desired. He has, however, on introduction to some of our factories here decided to take up almost exclusively the representation of Canadian houses, and has in the meantime gone to England to complete his business connec-

tions there, returning to Canada in the beginning of March to secure the representation of some of our larger houses for business in Australia.

If any of our members desire to meet this gentleman—Mr. Wm. McLean, of Melbourne—they should communicate with the secretary, who will be glad to arrange to have Mr. McLean call upon them on his return to Canada.

The Association hopes to be able to continue the good work of securing merchants and buyers for Canada instead of having them going to foreign firms.

### INFORMATION FROM GOVERNMENT RETURNS.

MANY of our manufacturers are as yet not fully aware of the information that is to be obtained from the various Government reports issued from time to time, giving the amount of imports into and exports from Canada in the different classes of goods; while others find that the classifications for the different articles are so unsatisfactory that they have not been able to obtain the facts for which they are looking, and so have ceased to make use of the trade returns. This is unfortunate, as the Government, particularly the Department of Customs, has of late made special efforts to improve the returns that are published.

Heretofore, the only information about the imports was furnished by the annual tables of trade and navigation, which appeared some eight months after the close of the fiscal year, but the Government has now instituted a system of compiling its reports whereby monthly reports are published within a short time after the close of each month, giving the imports for each month.

This information is of great value, as it is recent and up-to-date and enables a manufacturer to know exactly the competition that he has to face from outside of Canada.

The Department has arranged to send these to all subscribers at the rate of 10c. per copy, or \$1.20 per year.

But the Association desires to see the classifications of the different imports of such a character as to give the most valuable information to its members.

They are, therefore, invited to look into the trade returns as they come to them, and to find out whether or not their goods are classified in such a way as to furnish the information required. If not, communicate at once with the Association, pointing out the present classification and also that desired and the same will be considered by our Committee on Commercial Intelligence, and if the suggestions are considered fair their adoption will then be urged upon the Department of Customs.

We trust that during the present month all our members will look into this matter, as any changes that are to be made will have to be looked after immediately.



# EXECUTIVE COMMITTEE.

## Second Regular Monthly Meeting.

THE regular monthly meeting of the Executive Committee was held in the Council Chamber of the Toronto Board of Trade, Tuesday, February 12, at 2 p.m.

Mr. P. W. Ellis, in the chair.

Others present were Geo. Booth, John F. Ellis, J. O. Thorn, Jas. P. Murray, Wm. Stone, E. G. Gooderham, John Bertram, Arnold W. Thomas, Geo. H. Hees, Andrew Gunn, E. C. Boeckh, F. Stanley, Thos. Roden, W. K. George, J. F. Wildman.

The minutes of the two previous meetings were taken as read, as these are now printed in full in *INDUSTRIAL CANADA*, and so available for the members.

A number of communications were received as follows: Mr. F. H. Clergue, of Sault Ste. Marie, being unable to appear, wrote to wish the Association success, and to express his regret at his inability to attend any of the meetings at the present time.

A communication was read from the letter carriers, asking for the endorsement of the Association for an increase in their wages. This was referred to the local committee, as the communication came from the letter carriers of the city of Toronto.

Mr. Campbell, newly appointed to the Argentine Republic, wrote saying that only his sickness could prevent him from visiting the offices of the Association for the purpose of meeting the manufacturers interested in export trade with South America.

A request was submitted from the School of Practical Science asking that the Association endorse their request to the Provincial Government for additional assistance necessary to properly equip the school for its work in scientific and technical education.

Moved by Mr. Bertram, and seconded by Mr. Thomas, that the Association endorse the request of the School of Practical Science, and that the committee on Technical Education be instructed to look into the needs of the school and that the necessary resolution should be forwarded to the Government in that connection.

A communication from the secretary of the Board of Trade offering additional office room for the use of the Association was left to the Industry and Membership Committee to be dealt with.

The secretary read a letter from Mr. McNaught, which is printed in another column, in which he gives notice that at the next meeting of the Executive Committee he would move that the Association should urge upon the Government that amendment to the preferential tariff be made so that only British goods imported direct from the Mother Country to Canadian seaports

should have the benefit of the 33 per cent. preferential tariff.

Moved by Mr. Murray and seconded by Mr. Gooderham, that this notice of motion be referred to the Tariff Committee for report to the next Executive meeting, and that in the meantime the secretary should find out as nearly as possible what goods now come through the United States ports, and also value of exports through these channels.

Mr. J. P. Murray submitted the report of the Industry and Membership Committee, and moved its adoption, seconded by Mr. Geo. H. Hees.

In the absence of the chairman, the secretary presented the report of the Railway and Transportation Committee, details of which report are given in another column. Moved by Mr. J. P. Murray and seconded by Mr. J. O. Thorn, that the report be received and adopted.

In the absence of the chairman, the secretary presented the report of the Committee on Commercial Intelligence, dealing with, first, the motion of Mr. Hees asking the Government to appoint a trade commissioner to Great Britain; second, recommending the second suggestion of Mr. Hees, that Mr. J. S. Larke should be given leave of absence to admit of his return to Canada; third, the completion of arrangements to furnish information as to the standing of foreign firms; fourth, the question of fuller headings for the annual tables of Trade and Navigation; fifth, the securing of information as to the shipping of various foreign ports, and its relation to the French tariff.

Mr. George moved and Mr. Booth seconded the adoption of this report.

The secretary presented the report of the Parliamentary Committee, announcing that one meeting had been held, and that the chairman had undertaken to prepare and forward to the Minister of Agriculture a report announcing why the resolution submitted by our Association on the subject of Patent Act reform should be adopted.

Moved by Mr. Thorn and seconded by Mr. Murray, that the work of the Parliamentary Committee now being most important that addition should be made to the membership of the committee, and that the greatest vigilance be adopted in watching the progress of legislation in all matters affecting the interests of manufacturers.

Mr. Thorn presented the report of the Industrial Exhibition Committee and moved its adoption, seconded by Mr. Booth. This report is printed in another column of this issue.

Mr. Geo. H. Hees presented the report of the Tariff Committee and moved its acceptance, seconded by Mr. Gooderham. This was a most important report, and particulars of it are given in another column of this issue.

Mr. John Waldie, of the Victoria Harbor Lumber Co., who was present, explained the attitude of lumbermen at the present time, in asking for an imposition of duty on lumber imported into Canada.

The report of the Committee on Insolvency was presented by the secretary, and its adoption moved by Messrs. Gunn and Thorn. The report recommended that the secretary correspond with Mr. Kemp as one of the members of that committee and ascertain what steps should be taken to secure the enactment of adequate insolvency legislation. This report was adopted.

Mr. Thos. Roden presented the report of the Reception Committee and moved its adoption, seconded by Mr. George.

The secretary presented the report of the Committee on Technical Education. This report contained information referring to the discussion on the subject of technical education by the committee with the representatives of the Trades and Labor Council. The discussion was most informal, and entirely satisfactory from every point of view. The report also announced the appointment of Mr. J. O. Orr as second representative of the Manufacturers' Association on the Board of the Toronto Technical School.

Mr. J. F. Ellis moved, seconded by Mr. Murray, the adoption of this report.

Mr. W. K. George presented the report of the Toronto branch of the Manufacturers' Association, informing the different committees of the formation of a local Executive to deal with local matters, and moved, seconded by Mr. Roden, the adoption of the report.

Mr. Roden asked permission of the chair to introduce the following motion, on behalf of the Toronto members present:

Resolved,—That the Toronto members of the Manufacturers' Association present at this meeting express their unanimous approval of the action taken by the officers of the local branch in opposing the lease of a large block of city property on the water front to the Toronto Baseball Club.

Mr. Hees seconded the motion.

Adopted by all members present.

Moved by Mr. Jas. P. Murray, seconded by Mr. J. O. Thorn, that, when resolutions are passed by the Executive to any of the committees, the mover or substitute must be in attendance at the meeting of the committee, to explain the resolution or answer questions; also, any member bringing a matter before the Association, and it being referred to a committee, that the member be always invited to attend the meeting of the committee when the subject is discussed.—Carried.

Moved by Mr. Murray, and seconded by Mr. J. O. Thorn, that the names of members that have been two months in the Association, but who have not paid their fees, be not inserted in the "Trade Index." To avoid any error in the matter, it is an instruction to the secretary and treasurer that the names in arrears be so notified.—Carried.

J. F. Ellis gave notice that at the next meeting he would move that the Manufacturers' Association should express itself in favor of an Assay office in British Columbia. The meeting then adjourned.



### REPORT OF TARIFF COMMITTEE.

THIS important committee has had before it several matters of great importance to different industries in Canada.

The first matter considered was the request of the Executive Committee to consider whether the drawback of duty allowed on material that goes into the manufacture of goods for export should be allowed when such material was made in Canada.

The committee after discussing this subject felt that it had not before it sufficient information to enable it to recommend any change from the present position, and so the matter has been left over for further consideration.

Second—The committee investigated the position of the woollen industry at the present time, and strongly recommend the Association to endorse the petition being now prepared by the woollen manufacturers' section, asking for an increase in the duty on manufactured woollen goods.

The statistics prepared by the woollen manufacturers' section show that foreign goods are displacing those of home manufacture at an alarming rate, and that some improvement is absolutely necessary in the near future. The Tariff Committee then recommended that the Manufacturers' Association endorse the request of the woollen manufacturers.

Third—One of our members in British Columbia wrote asking that the Association should endorse the request of the lumber manufacturers that a duty should be placed on lumber entering Canada from the United States, similar to that imposed by the United States. The committee had not sufficient information before it at the present time to enable it to act in this matter, and wrote to some lumber manufacturers asking them for full information, it then asked that the Tariff Committee should be given power to deal with their request when all the facts were before it.

Fourth—A request was also submitted from the manufacturers of spring beds, that iron tubing and angle irons now admitted free for the manufacture of iron and brass bedsteads, should be also admitted free for the manufacture of spring beds. The committee has written to the various manufacturers of iron beds and spring beds, asking for full information on the subject, and also asked that it be given power to deal with this matter when all the facts were before it.

Fifth—Request was also made by certain oatmeal millers who are members of the Association, that we should ask that the duty on oatmeal be increased.

There will be a meeting of the oatmeal millers' section in Toronto, on Friday, February 15, and the committee asked for power to deal with this matter after the case had been fully stated by the oatmeal millers' section.

Sixth—The manufacturers of babbitt metal wrote asking that the duty on this article should be increased, which is at present 10 per cent., while lead, which enters largely into its composition, pays a duty of 15 per cent. The committee is endeavoring to obtain full information on this subject, and, as in other instances, asked for permission to deal with same when the facts are all before it.

The report of the Tariff Committee was adopted item by item.

### INDUSTRY AND MEMBERSHIP COMMITTEE.

SOME people suppose that the whole duty of the Industry and Membership Committee is to secure new members, that it is, in fact, merely a Membership Committee. They can hardly be blamed, however, for having such an idea, for the natural inference is that a committee which secures 78 new members in one month has not very much time left to do anything else.

The chairman has, however, shown that it has other projects as well, and at the Executive meeting on February 12 he secured the endorsement of a report which brings forward two other matters of importance in connection with the Association.

The first is the securing of representative exhibits of raw materials and finished products for display in the Association rooms, so that, to a limited extent, it may be possible to give an idea of the development of some of our industries in Canada.

The Executive Committee adopted this suggestion, to provide for such exhibits as could be undertaken without unduly adding to the expenses of management.

The committee also had approved its plan for holding meetings in different localities wherever there were sufficient members of the Association to arrange for a sufficiently large meeting to discuss any matter of local or general interest.

The Association, on the recommendation of the Industry and Membership Committee, will now assist in having such meetings called in different parts of Canada.

### GOOD WORK OF RECEPTION COMMITTEE.

There is possibly no committee in the Association that is more popular at the present time than the Reception Committee, with Mr. Thos. Roden chairman.

This committee has recently arranged for several events of great interest to the manufacturers. The lecture of Mr. Kennedy in connection with the industry about to be established at Collingwood was the beginning. This has since been followed by a discussion on Wednesday, February 13, as to the desirability of adopting the metric system of weights and measures. The evening proved a most successful one, and has led to a demand for other evenings of a like nature in the near future.

Finally, the committee has had delivered to the Association a splendid lecture by Mr.

A. J. Moxham, vice-president and general manager of the Dominion Iron and Steel Co., of Sydney, C.B.

This lecture was one of the most careful reviews of one of Canada's industries that has, perhaps, ever been delivered to a Canadian audience, and consequently the reports of the Reception Committee, as presented to the Executive Committee, are now received with more than usual applause.

### OBITUARY.

The death of Mr. Francis Stuart Foster, of The Watson, Foster Co., wall paper manufacturers, Montreal, cut short a business career of great promise. Though only 41 years of age, Mr. Foster had acquired a position of leadership in his business in Canada. In 1880 he became connected with the wall paper business as bookkeeper with the firm of Watson & McArthur. In 1891 he became a partner in the firm, which in 1897 became a joint stock company under the title of The Watson, Foster Co.

Mr. Foster was connected with the practical side of his business and it is largely due to his skill and ingenuity that Canadian makers have reached the excellence they show in wall paper manufacture. He was a man of the highest principle and of upright and honorable character, being respected by everyone who knew him.

### INDUSTRIAL EXHIBITION ASSOCIATION.

The following is the report of the Industrial Exhibition Committee to the Executive Committee:

Your committee on the Industrial Exhibition begs leave to report that it has held a meeting for the purpose of nominating additional representatives to the Industrial Exhibition Association from this organization.

It begs leave to nominate the following additional representatives:

O. Newcombe, The Newcombe Piano Co., Toronto; R. B. Andrew, The Bell Organ and Piano Co., Guelph—representing musical instrument manufacturers.

Jas. Tudhope, The Tudhope Carriage Co., Orillia; J. N. Shenstone, The Canada Cycle and Motor Co., Toronto—representing vehicle manufacturers.

T. L. Moffatt, Jr., The Moffatt Stove Co., Weston; John Tilden, Gurney-Tilden Co. Hamilton—representing manufacturers of heating apparatus.

F. B. Fetherstonhaugh, Fetherstonhaugh & Co., Toronto—representing miscellaneous manufacturers.

This report was adopted, so that these seven gentlemen, in addition to Messrs. Geo. Booth, of The Booth Copper Co., Toronto; Frederic Nicholls, of the Canadian General Electric Co., Toronto; W. K. McNaught, The American Watch Case Co., Toronto; J. O. Thorn, of The Metallic Roofing Co., Toronto, and R. E. Menzie, of Menzie, Turner & Co., will represent the Manufacturers' Association on the Industrial Exhibition Association during the coming year.



# Industrial Canada.

Issued about the middle of every month by

**The Canadian Manufacturers' Association.**

INDUSTRIAL CANADA is sent free to all members of the Association. The fee for membership is \$10 per annum, payable in advance.

**Subscription to non-members, \$1.00 per annum, payable in advance.**

## OFFICERS OF THE ASSOCIATION, 1900.

### PRESIDENT:

P. W. ELLIS, - P. W. Ellis & Co., - Toronto.

### FIRST VICE-PRESIDENT:

C. C. BALLANTYNE, The Sherwin-Williams Co., - Montreal.

### ONTARIO VICE-PRESIDENT:

CYRUS A. BIRGE - Canada Screw Co. - Hamilton.

### QUEBEC VICE-PRESIDENT:

E. TOUGAS - P. D. Dods & Co. - Montreal.

### NOVA SCOTIA VICE-PRESIDENT:

D. W. ROBB, - Robb Engine Co. - Amherst.

### NEW BRUNSWICK VICE-PRESIDENT:

C. J. OSMAN, - Albert Mfg. Co., - Hillsboro.

### MANITOBA VICE-PRESIDENT:

F. W. THOMPSON, Ogilvie Milling Co., Winnipeg.

### BRITISH COLUMBIA VICE-PRESIDENT:

F. C. WOLFENDEN - Okanagan Flour Mills Co. - Armstrong, B.C.

### TREASURER:

GEO. BOOTH, - Booth Copper Co., - Toronto.

### SECRETARY:

T. A. RUSSELL, B.A. - - - - - Toronto.

### CHAIRMAN MONTREAL BRANCH:

FRANK PAUL, Belding, Paul & Co., - Montreal.

Address all communications respecting subscription, advertising rates, etc., to

SECRETARY,

Canadian Manufacturers' Association,  
Board of Trade Building,  
Toronto.

**TORONTO, FEBRUARY 20, 1901.**

## NOTICES.

The regular monthly meeting of the Executive Committee, Tuesday, March 12, at 2 p.m. in Council Chamber, Toronto Board of Trade Building, Toronto.

Any member of the Association is cordially invited to attend.

Luncheon prior to the meeting at Webb's, from 1 to 2 p.m.

SO many eloquent tributes of love and affection have already been tendered to the memory of the good and noble Queen who has just departed, that it would seem that nothing more could be added. And Canadians have felt a certain gratification in knowing that in no part of Her Majesty's great domains were those tributes clothed in nobler and more befitting language than in the address of Canada's Premier and First Minister in moving the address of sympathy in the Canadian Parliament. It only remains then to us as manufacturers and members of a great commercial organization to endorse the sentiments already so well expressed, and so heartily endorsed by every Canadian heart. It has been a truly glorious reign, which will be cherished in

our memory because of the "great Queen under whose guidance the Empire has achieved its present proud position."

In the domain of commerce, the advance during the Queen's reign reads like a fairy tale. Steam and electricity have been applied to locomotion, facilitating the transport of goods, and traders now carry their operations into the remotest corners of the earth. The reign has added more than 3,000,000 square miles to our possessions, or nearly a quarter of the globe; it has added 240,000,000 to the population who live under the British flag, or considerably more than one-half of the total.

And in all these advances, the hand of the Queen that is mourned may be distinctly traced.

## Canada's Iron.

Anyone who listened to the admirable address of Mr. A. J. Moxham before the Association last week must have felt his pulse beat faster with high hopes for the development of Canada. The message that the speaker brought was that iron and steel, the basis of industrial progress, could be produced of the finest quality, at a less cost than at any other place in the world. That message, so well delivered by the speaker, will cause Canadians to look more closely into the resources of their country and encourage them to take a livelier interest in its development. The Manufacturers' Association and the business men of Canada are indebted to Mr. Moxham for his clear and interesting presentation of Canada's future in the iron industry of the world.

## English Trade Commissioner.

The suggestion made by Mr. Hees at the January meeting of the Executive Committee, and subsequently endorsed by the recent meeting in February, has met with a favorable reception from all the daily press and trade journals of the country, and the matter will now be urged upon the Government for immediate action. It is hard, indeed, to estimate how great and far-reaching will be the effect of the securing of an adequate trade representative, with a thoroughly equipped staff, in the business section of London, England. Perhaps one can best obtain an idea of the work that may be done by a properly equipped office of this kind by glancing at the work already being done by Mr. Harrison Watson, Curator of the Canadian section of the Imperial Institute, London. The Institute is situated away out of the heart of the city, entirely removed from the business portion, and has been for many years regarded as of more interest to tourists than to practical business men. Further than this, Mr. Watson has not been supplied with adequate staff to enable him to fully carry out the work of the office, but despite these conditions, which have militated much against the success of the Institute, the work done by Mr. Watson

has been invaluable to Canada. He has for a number of years, with indefatigable energy and ability, applied himself to the task of pushing the sale of Canadian goods in the British market. He has furnished the fullest information to those exporters who have from time to time applied to him for guidance as to the way in which they should attempt to secure admission to the British market. His services have been unstintingly at the disposal of Canada and Canadian shippers, and it is only due him that he should receive full recognition from the Canadian business public for the services he has rendered Canada in the Motherland; and that under conditions far from favorable, and with insufficient staff to enable him to devote his whole attention to matters requiring his skill and judgment. What a man of his ability and energy would have accomplished under a plan such as that suggested by Mr. Hees can readily be appreciated.

## Correspondence Education.

Some days ago the president, secretary and other members of the Association accepted the invitation of the International School of Correspondence, of Scranton, U.S., to visit their offices in Toronto. Here they were shown a number of the different courses of studies taught by this school to its correspondents in Canada and the United States. The system is certainly complete, embracing courses of studies in many of the most important branches of education that bear upon commercial and industrial life. It is impossible here to give a satisfactory sketch of what these different courses comprise, but it would be a profitable and entertaining visit for any of our manufacturers who are interested in the education of their employees to call at the office of the International Correspondence School and have their plans explained by their able representative. The school is said to have some 20,000 pupils in Canada, and while this may, to a certain extent, be discouraging to us as Canadians to realize that our system of education is so incomplete as to require such additional help from outside, still it has a very encouraging side from the fact that it shows that there are in Canada such a number of persons who take sufficient interest in perfecting themselves for their work that they go to the necessary expense of time and money connected with the taking of a course through this school.

## The Metric System.

The discussion that took place last week at the monthly dinner and debate of the Manufacturers' Association on the metric system of weights and measures was an eye-opener for the many manufacturers who assembled there. Several of them expressed the opinion that they had never spent a more profitable or enjoyable evening than in listening to the able discussion of the subject by those who took part.



It certainly was an education to many, and its influence will be far-reaching.

Further than this, it has shown how entertaining meetings of this kind can be made, and the hope was expressed that other gatherings of this kind would be held in the near future. The suggestion is also thrown out to our manufacturers in other localities to get together at meetings of this kind. They will find them most entertaining and profitable, and members in centres like Montreal, Quebec, Hamilton, or any other large manufacturing centres where there are many members of the Association, could easily arrange for such gatherings. The head office will be glad to render any assistance in work of this kind that is possible.

### FORMATION OF TORONTO BRANCH.

ON the lines laid down at the January meeting of the Executive Committee for the formation of local branches, the Toronto members of the Manufacturers' Association met to form a local branch to deal with local matters, and elected the following officers: Mr. W. K. George, chairman; Mr. A. W. Allen, vice-chairman; and an Executive Committee composed of Messrs. L. G. Amsden, J. Wanless, jr., and Geo. E. Martin. So that both in Toronto and in Montreal the Association has now local boards who are in a position to deal with local matters without bringing them before the general Executive Committee and taking up the time of men from other localities who are not interested in questions of a local character.

Mr. L. G. Amsden was appointed honorary secretary of the Toronto branch, and it is now organized for active work.

The plan which met with approval was that the Executive Committee should, as far as possible, consult with all the city members in any matter which might arise, as it is an easy matter to consult with all who may be affected when they are situated in one city.

The first matter that has been taken up by the new branch was the leasing of the valuable property on the water front by the City Council, to a Toronto baseball club for their league matches.

The Executive of the Toronto branch opposed this, first, because the amount paid to the city for use of such grounds was entirely out of proportion to their value.

Second—Because of the unsightly character of the buildings they would erect on the water front.

Third—On account of the disturbance to business by having the grounds in such a central locality.

Fourth—The danger of fire from wooden buildings situated in the heart of the city;

And Finally—On account of the desirability of retaining the property as a recreation ground for employes who are in the neighborhood of the grounds.

The matter was debated very keenly before the Property Committee, the Board

of Control and the City Council, and, finally, the offer of the baseball club was rejected by the Council, and largely, no doubt, through the efforts of the representatives of the Toronto manufacturers, who were the first to take up the matter and to continue throughout an active opposition.

### TORONTO BOARD OF TRADE.

The address of Mr. A. E. Kemp, M.P., as president of the Toronto Board of Trade on his retirement from office was one of the most masterly surveys of the business situation in Canada that we have read for a long time.

Mr. Kemp devoted himself to a thorough review of the different points of interest to business men, not only in the city of Toronto, but throughout Canada in general, and scarcely any phase of industrial activity in our country was overlooked.

The address has been published in full in the report of the board, and is being distributed very widely, not only in Canada, but to the colonies and to the boards of trade throughout the Empire.

### MONTREAL BOARD OF TRADE.

Since the last issue of *INDUSTRIAL CANADA*, our sister organization, the Board of Trade of the city of Montreal, has met with a serious loss in the destruction of their handsome office building in the centre of Montreal. This is a severe loss, and will be regretted by business men in every part of Canada, and we have no doubt that the advice of Senator McKay, on retiring from the presidency, to rebuild, has met with universal approval in not only Montreal but throughout Canada in general.

The new president, Mr. Henry Miles, has also endorsed this advice, and stated that the building must be rebuilt better than it ever was before. In this we believe he will be thoroughly supported by every member of the Council of the Board, so that it is probable that the handsome office building will once more be a feature of Montreal's commercial life.

### THE CANNING INDUSTRY.

AT the present time there are two live issues before the Canners' Association—the securing of cheap transportation of their goods to the sea board, and the securing of a valuable foreign market. In securing either of these conditions considerable difficulty is experienced.

In the first place, Canadian canners are not so favorably situated as respects inland freight rates as are their competitors in the Eastern States across the border, and this will always militate to some extent against their prospects for foreign trade.

The second aim, to establish an extensive foreign trade, has so far been attended with considerable difficulty, owing to the fact that the consuming public of Great Britain have not yet a demand for many of

the canned products which are prepared in Canada, and, consequently, the Canadian producer is under the necessity of educating the tastes of the British consumers. This is at least a slow process and requires the most persistent efforts not only of the individual canners themselves, but of the various trade organizations in Canada, who could on public occasions and deliverances assure the people of Great Britain that the goods put up in this way are entirely wholesome and free from any possibility of taint or poison.

In the work of education of this kind the canners should have the support of every industry in Canada, as the development of the canning industry means a direct advantage to the agricultural classes, and it also means an increased demand for very many of the manufactured articles which they require.

The following letter received by Mr. Harrison Watson, of the Imperial Institute, of London, England, shows that the canners are doing good work in extending their markets there, and that the goods that they have sent over are of such class as to command a favorable reception in the British market:

"Dear Sir,—It affords us great pleasure to be able to testify to the growing improvement in style and quality of the Canadian products in which we deal, and we are glad to say that during this last year the improvement has been more evident than ever before. On the other hand, we regret to say that the markets have, during the whole year, been in a very gloomy condition, and, although the prices generally have not been unfavorable to packers, yet there has not been the encouragement given to new developments which would have been the case under normal conditions.

"In this connection we may mention that lobsters, which have been packed most attractively in glass jars, have, unfortunately, met with a cool reception, owing entirely to the general apathy in trade, and a determination not to stock anything in the nature of fresh goods.

"There has been also a marked improvement in the packing of apples, both in the tinned and dried varieties, but this fruit also, owing to the dullness of trade, has not received the encouragement it deserved.

"You will be pleased to hear that the trade have shown a stronger feeling to give a preference to Canadian goods; in fact, there have not been wanting instances where the evidence of the growth of Imperial unity has been so marked as to cause buyers to be willing to pay enhanced prices for goods of Canadian origin. In past times everything commercial was reduced to the cold standard of absolute value, and the change is all the more remarkable and gratifying on this account. It is to be hoped that the Canadian packers will not be discouraged in their work of improving the outturn of their goods by the unfavorable markets of the past year, but that they will still persevere and continue to improve, and good results will certainly follow."



# FOREIGN TRADE NOTES.

## TRADE INQUIRIES.

**D**URING past months inquiries have been received by the secretary of the Association from foreign firms wishing to be placed in communication with producers of the following articles:

### I. CANADIAN ARTICLES—

Asbestos—Developed asbestos properties of suitable quality (four inquiries).  
Boots, shoes and rubber goods.  
Excelsior or wood wool.  
Birch squares for spool or reel making.  
Oak squares for table and chair legs—Prices and dimensions may be had on inquiry to the secretary.  
Paper and wood pulp.  
Hardwood Strips (24x4 in. and lengths 2 to 10ft. rising every 6 in.)  
Chrome ore.

### II. BRITISH ARTICLES—

Inquiries have been received from foreign manufacturers of the following articles who are anxious to communicate with Canadian importers:  
Porcelain basins, lavatories, enamelled fire clay baths, etc.

Letters have been received from Canadian correspondents requesting to be placed in communication with foreign firms dealing in:

Ivory buttons, etc.  
Butter and condensed milk.  
Eggs and dairy produce.  
Butter, cheese and condensed milk.  
Amber and mica.

### AGENCIES IN CANADA.

A Leeds firm wish to secure the services of a reliable resident agent to attend to purchases and shipment of apples on their account.

A company manufacturing crucible tools, mining drills, steel files, etc., wish to secure a Canadian house of good standing to act as their representative.

Firms in Leeds, London, Manchester and Stafford, wish to secure Canadian agents.

A stationery firm manufacturing scrap-books and fancy leather goods wish to appoint agents to represent them in Canada.

### AGENCIES ABROAD.

A gentleman in Glasgow wishes to represent Canadian firms.

A gentleman in Johannesburg desires to represent some Canadian exporter of produce, eggs, cheese, bacon and butter.

## OPENING FOR PIANOS.

The Consul-General of Austro-Hungary, at Rio de Janeiro, has the following to say about the favorable chances that exist in Brazil for the sale of pianos: "French pianos are well introduced here, but these instruments have of late deteriorated in their quality. After two or three years their sound becomes unbearably metallic. Nor is sufficient regard paid to the hot and moist climate. Still, for want of better instruments, and because the French article has been well advertised they continue to

meet with ready sale at high prices. Last year a few Bohemian pianos were introduced in Civityba, the capital of the State of Parana, and are said to have given great satisfaction. One of the best selling pianos is the short square, called 'Mignon,' 175 centimeters (5 ft. 9 in) long, 7¼ octave, which sold at the factory for 400 Austrian florins (about \$160). Pianos which are more popular and most in use cost at the factory about 300 florins (about \$120). These instruments must be ornamentally and highly finished, have cast-steel frames and light mechanism, which, however, must be impervious to moisture."

## CHINA AND IMPLEMENTS.

Exporters in England who are friendly to American implements are watching the progress of events in China with more than ordinary interest. Shanghai merchants think, as do English exporters, that for small agricultural devices there will soon develop enough business to warrant looking after it. The Shanghai merchants state that in their opinion exclusively hand methods are destined to disappear from China, where labor has been for ages a drug. Our readers in Australia and on the Pacific Coast are watching the Orient. The Japanese have suddenly become an industrial power, and land there is being tilled on American methods. Dense as is the Chinese population, there is room for the adoption of American labor-aiding appliances, and there will soon be evidences of a demand in that direction.

## INQUIRY FOR OAK CUTTINGS.

The Association is in receipt of an inquiry through Mr. Harrison Watson, curator of the Imperial Institute, for oak pieces, cut to length and size of 1½ x 1½ in. x 7 in. long. These must be practically free from sap and sound for turning. Each order would be for 500,000 pieces, and the firm in question use 5,000,000 per annum. The secretary will be glad to furnish the name of this inquirer to any of our members who are in a position to supply the article at competing prices.

## TRADE OPENINGS IN SOUTH AFRICA.

Large orders are now being placed in the United States for all articles that are needed by a community preparing for business after the close of a war. These articles include sole leather, picture mouldings, building hardware and materials, household goods, candy, glucose, machinery, timber, etc. Six ships are now discharging cargoes at Cape Town. A new trade in granite wool, produced in the United States, is being opened, and heavy orders are being placed, not only for refrigerators and cold storage plants, but also for building purposes.—From Consular Reports, United States.

## MEXICO.

### PAINTS AND COLORS.

**P**AINTS and colors are also articles that, with a little careful management, could be easily introduced. The greater quantity of paints and colors are imported from Germany, and are nearly all made from aniline dyes. Varnishes are principally of American manufacture. Up to the present this branch of trade has received very little attention from the British manufacturer, and, though one or two feeble attempts have been made to introduce them, no foothold has been acquired, owing to the lack of experience required to conform to certain local customs and methods of business in the Mexican market.—From Board of Trade Journal.

### AGRICULTURAL MACHINERY AND IMPLEMENTS

In the report recently received at the Foreign Office from His Majesty's Legation in Mexico City, it is stated that the greater part of the agricultural machinery and implements at present in use is imported from the United States, but British manufacturers could well afford to give their attention to the wants and requirements of the Mexican market. A case may be cited in support of this—English threshing machines are recognized throughout the country as being superior to those made in the United States. Their finish and adjustment are better, and the results obtained are greater, but, owing to the inability to procure pieces for repairing them in cases of accident, the order is often given to American firms.—From Board of Trade Journal.

## INQUIRY FOR FURNITURE, HANDLES, ETC.

The secretary of the Association is in receipt of a letter from a firm in England desiring the representation of some first-class houses who manufacture the following articles: Roll and office desks, combination desks and bookcases, fancy tables, kitchen tables, frames (dining and drawing-room), chairs, folding, camp and lawn furniture, dowels and broom handles. All these articles have been inquired for from time to time by customers, and the correspondent states that he believes a good business could be done in all of these lines. The secretary will be glad to furnish the name and address of this party to any of our members.

## INDUSTRIAL FAIR IN JAMAICA.

Mr. G. Eustace Burke, Commercial Agent of Canada, in Jamaica, writes to the secretary, saying that he would like to correspond with any Canadian manufacturers who would exhibit at the Industrial Fair at Kingston in May and March.



### TRADE WITH THE WEST INDIES.

MANY of our manufacturers are now giving special attention to the West Indies, particularly the British Islands thereof, as a possible market for their goods, and some of them have made a very satisfactory beginning in introducing several important lines that are largely produced in Canada. To those of our members who are considering this market at the present time, the following remarks by Mr. James Goldie, a prominent miller of Guelph, and a member of the Executive Committee of our Association, will be of particular interest. These remarks were published in *The Maritime Merchant* as an interview with Mr. Goldie at the time of his recent visit to the West Indian Islands for the purpose of extending his trade with that country. Mr. Goldie spoke as follows:

"The only way to get that market is to keep pounding away at it. More than half the objections that have been raised against Canadian flour are silly prejudices that will disappear as the people come to know more about the article. The first time I was in Demerara I was told that it was useless to send anything but a round-hooped barrel to that market. I could not see the force of the argument myself, but to meet our customers' demands we imported round hoops from Michigan and put up the flour as ordered. It added 10c. to the cost of every barrel and we told them so. But still they thought they must have the round hoops. To-day there is scarcely a New York exporter who sends a round-hooped barrel to the West Indies, and lately I have heard of flour actually being shipped in sacks.

"There are a great many difficulties in the way of developing trade with the West Indies, but the package is not a very serious one. So far as quality goes, our Manitoba wheat makes more flour and better flour than any American flour sold on that market, and it shows a woeful lack of knowledge regarding values when people will pay 25 to 50 cents more for a barrel of highly-advertised Minneapolis flour in preference to Five Roses or Ogilvie's Hungarian. There are certain grades of flour which Canada cannot successfully compete with, because we do not produce the exact kinds of wheat from which they are made, but I believe that if we were to keep pounding away every day of the year at one or all of these markets we should eventually get a trade that we could hold. Naturally, the New York exporters are most averse to giving up the grip which they have had on the flour trade of all the West India Islands for the best part of the century, and it is to their interest that their travelling representatives should decry the quality of Canadian food stuffs, wherever they may find them.

"Another difficulty is the distance of the Canadian miller from tide water. It takes him too long to get his products to the seaboard. And so he often loses his connection by not being able to fill orders as quickly as

they are wanted. However, I am going down to have another talk with our friends and I hope the result will be permanently satisfactory. I would like to see more interest taken in British West India trade among exporters of other goods which Canada produces, and of which there is such an immense consumption in the West Indies. While flour is one of the principal items it is not the only one which deserves immediate and continuous attention."

### THE STANDING OF FOREIGN FIRMS.

The Association has pleasure in announcing that it has now completed arrangements whereby it can obtain for its members information as to the standing of foreign firms with whom they may desire to do business.

Arrangements for this department have been under consideration for a length of time, and have now been most satisfactorily completed.

The Association will obtain reliable reports and furnish them to its members on the shortest possible notice. A letter will be sent to each of our members, outlining the terms upon which this information can be obtained. We trust that all will make liberal use of this branch of the Association's work.

### A REPRESENTATIVE IN GLASGOW.

Mr. D. K. Hyslop, of 15 Renfrew street, Glasgow, favored the Association with a number of visits while in Canada, where he was endeavoring to secure the representation of some good houses for the Glasgow and Scottish market.

He succeeded in securing the representation of several important concerns, and should, with his connection in Glasgow, be able to do good business for the firms he represents.

### BIG INDUSTRY FOR KINGSTON.

The Canadian Locomotive Company Limited, of Kingston, with a capital stock of \$500,000, recently incorporated, had its inaugural meeting in Toronto on February 11, and elected the following officers: President, Hon. Wm. Harty; vice-president, M. J. Haney, Toronto; managing-director, C. Birmingham, of Pittsburg; secretary, J. J. Harty, Kingston; treasurer, J. H. Birkett, Kingston, and superintendent, H. Tandy, Kingston. It will be remembered that Mr. Harty purchased the works from the liquidators of The Canadian Engine and Locomotive Company, that had formerly carried them on in Kingston. The purchase was made just before November 7, and the Opposition press tried to discredit Mr. Harty's enterprise by calling it an election dodge, but the fact that 300 men have been regularly employed at the works since that time, and that this number will be now increased to 500 shows the importance of the undertaking.

### WHY NOT INVEST IN CANADA?

*British Columbia Review*, January 19 (London, Eng.), speaks in the following manner about the prospects of the steel and shipbuilding industry in Canada:

"It is stated that the great English firm of Vickers, Sons & Maxim have instituted negotiations for the purchase of the Midvale Steel Works and the Cramp Shipbuilding Yard of Philadelphia.

"Some of the great English shipbuilding firms should consider the advantage offered by the Maritime Provinces of Canada for the establishment of shipyards. It is true that Canadian shipyards could not expect to get contracts for warships from the United States Government, but Great Britain will probably give out as many contracts for new warships as the United States, and a very extensive business might be done in supplying foreign powers with warships.

"Steel can be made more cheaply at Sydney, C.B., than at any point in the world on tide water, and shipplates could be transported from Sydney to St. John or Halifax, which have fine harbors open throughout the year, the magnificent harbor of Sydney itself is open nearly the whole of the year, and shipyards could be located close to the steel works.

"The remarkable geographical position of Sydney harbor, between 800 and 900 miles nearer to Europe than Philadelphia, and at the same time nearer to the chief ports of South America, Africa and Asia than any port on the Atlantic coast of the United States, would make it a most favorable location for shipyards.

"If the report that the British War Office has decided to fortify Sydney harbor and make it a great coaling station be true, it would increase the advantages which that harbor offers for shipbuilding."

### THE COMMERCE OF THE WORLD.

The Treasury Department of the United States is preparing a statistical abstract which will show the imports and exports of every country in the world which issues reports of its commerce. The aim of the Bureau of Statistics is to present a comparative picture of the world's commerce, not only of to-day, but for a long term of years extending into the past, the measures of value and quantity prevailing in the United States being employed.

This is the first time that such a thing has ever been attempted, and it will be an important contribution to commercial history. The opening chapter shows the annual exports and imports of 47 different nations, running back from the present date as far as records have been kept. The next chapter will give the details—the different articles of merchandise exported and imported, and the different countries among which the commerce of each nation has been distributed.—From Bureau of American Republics.



## BOUNTY ON NICKEL-STEEL.

THE Hamilton Steel and Iron Co., represented by Senator Wood, president, and C. S. Wilcox, manager; The Nickel Steel Co., by John Patterson, sen., and The Canada Iron Furnace Co., by George E. Drummond, have addressed a memorial to the Ontario Government asking for a bounty on nickel steel. They say, in part:

"Both the Dominion and Ontario Governments give considerable bonuses for the manufacture of iron and steel. The most important form, however, in which steel is now manufactured, and which commands by far the highest price, is an alloy with nickel, known as nickel-steel. Plants costing many millions of dollars have been erected in the United States for the manufacture of this specialty. While Canada supplies the nickel to operate these American plants, which sell their product at from \$500 to \$600 per ton, she herself has no such industry, and the United States, while wholly dependent upon Canada and receiving all her nickel from Canada in a crude form of matte, taxes refined nickel and alloys of nickel at \$120 per ton when imported from Canada or any other country.

"As miners, smelters, refiners and manufacturers of Ontario, and individuals interested in such enterprises, present and prospective, believing that the policy of the Governments of Canada, whether Dominion or Provincial, should be first Canadian and in the interest of the Province and the Dominion, we ask that the Government at once enforce the provisions and exercise the authority given under the provisions of the Mines Act, as amended, or any other legal authority, and collect the tax authorized in paragraph 7 of the Mines Act, which reads as follows: '(a) For ores of nickel \$10, or \$60 per ton if partly treated or reduced. (b) For ores of copper and nickel combined \$7 per ton or \$50 per ton if partly treated or reduced.'

"The revenue thus collected to be paid as a bonus upon pig iron and upon nickel-steel manufactured in Ontario. Your petitioners believe that such action on the part of the Government would at once give an immense impetus to the manufacture of nickel-iron and nickel steel in Ontario, and that those who now buy Ontario's nickel in the crude form of matte would be compelled to buy it in the form of pig iron or steel, and would in self defence be also compelled to take down their present prohibitory tariff walls and open their doors for the free admission of these alloys of steel and nickel.

"Your petitioners respectfully ask that the Government exercise the power granted in this Act for the imposition of taxes upon nickel ores and upon nickel and copper ores and their partially treated products, whether the same be smelted and refined in Canada or not, and that the tax thus collected be paid as a bonus upon the manufacture of nickel steel in Ontario, and they further ask that, in order that the policy

for the manufacture of nickel iron and nickel steel may be successfully carried on in Canada, and that Ontario may have such a monopoly of the raw material of this metal, that the Government convey no further lands or any title to or interest in any lands containing nickel ores to any individual or individuals, companies or corporations who will not refine and use the nickel derived from such ores in the manufacture of this metal and its various alloys in Ontario."

## NEW BOOKS RECEIVED DURING THE MONTH.

Acetic Acid.

Agriculture of the Odessa District (Russia) — Diplomatic and Consular Reports.

Export Merchant-Shippers, The, with their trading ports and class of goods shipped.

Internal Commerce.

Manufacturers' List — Buyers' Guide of Canada.

Norway, and official publications prepared for Paris Exhibition.

Patent Office Record—October 31, 1900.

Preparation of French Plums — Diplomatic and Consular Reports.

Report, Department of Marine and Fisheries.

Report, Fremantle Chamber of Commerce.

Report, Toronto Board of Trade.

Report, Winnipeg Board of Trade.

Report, Harbor Commissioners of Canada.

Trade of Denmark, 1899. — Diplomatic and Consular Reports.

Trade of Mexico, 1899—Diplomatic and Consular Reports.

Trade of Tainan, 1899—Diplomatic and Consular Reports.

Trade of Somali Coast Protectorate, 1899—Diplomatic and Consular Reports.

United Kingdom and Germany relative to China, Agreement between, Treaty Series.

## NEW JOURNALS.

Australian Hardware and Machinery.

Canadian Baker and Confectioner.

Hartshorn Roller.

Merchants' Review.

South-African Illustrated.

## NEW CATALOGUES.

The Addressograph and Rotary Neostyle, Clement & Clement, Montreal.

We have a pocket catalogue from W. Doherty & Co., Clinton, containing descriptions of their latest improvements in the Doherty organs.

The Canadian Motors, Limited, Toronto, have given us a very neatly illustrated catalogue of their electric motor vehicles.

Hartshorn Stewart Co., Hartshorn's Roller.

W. A. Marsh Co., Quebec, shoes.

Montreal Star Iron Co.'s catalogue contains full description of their hot-water heating apparatus.

E. N. Heney & Co., wholesale manufacturers of fine carriages.

Canadian Carriage Co. Monthly.

New shops of The Canadian Rand Drill, Sherbrooke, Que.

## GREAT LAKES AND HUDSON BAY RAILWAY.

THE talk and plans of decades have finally taken form, and a railway connecting the Great Lakes with the Hudson Bay is now actually under construction. The railway plunges hundreds of miles through an unbroken wilderness, with no cities, towns, or even villages to afford traffic. In fact, only Indian guides or hunters have ever attempted to penetrate the great wilderness to the north. Nevertheless, the railway, which is known as the Algoma Central, is being built in the most thorough manner possible, with the best equipment available, able to stand almost any strain upon it, and capable of good service for years to come. Eighty-five pound steel rails are used, and the locomotives are of enormous size, weighing 135 tons when equipped for traffic. The engines are so massive that the railway companies are afraid of the strain on the bridges, and they were delivered from Chicago to Sault Ste. Marie by the lake route on steam ferries.

The new railway starts at Sault Ste. Marie. Ground was broken less than 90 days ago, but already 25 miles of road are completed and in use, and the railway is pushing forward at the rate of half a mile a day. It is expected that it will require three years to complete the road.

The millions of capital came mostly from the United States, but the builders have made computation as to traffic, and are confident that the road will realize all that is promised as an investment. It had its origin in the necessity of bringing supplies of pulpwood from the far north to the Sault mills, but it opens up as well a region that is fabulously rich in minerals and timber. The mineral wealth is said to be practically inexhaustible, consisting of mountains of iron and copper, and other valuable ores. Among other discoveries is that of a solid bed of gypsum 8 miles in length.

In timber, the supplies are equally valuable. For hundreds of miles, it is claimed, the railway will run through dense forests of big trees, including birch, maple, hard elm, tamarack, spruce, balsam, poplar and white pine. Curly birch, which now can be bought along the railway for 40c. a cord, commands \$40 per 1,000 ft. in the United States. Elm wood that can be cut at 10c. a cord sells for \$25 per 1,000 ft. in Minneapolis and other points in the Northwest that are within easy shipping distance.

The Ontario Government is greatly interested in the opening up of this rich territory, and has aided in the construction of the railway by a big grant of land. At the end of the first 15 miles the railway commenced hauling heavy consignments of timber, and traffic is following close upon construction.

It is announced that particular attention will be given to tourist traffic, and at every stopping place a first-class hotel will be built by the railway. At Hudson Bay it is proposed to establish a modern seaside hotel. Game is plentiful, and scores of the lakes and rivers that are teeming with fish will be reached by the railway. The scenery, bracing climate, hunting and fishing are expected to attract thousands of tourists. The railway also intends to handle Hudson Bay products on a large scale.

If the plans of the officials are all carried out, the new railway to the north, reaching as it does to the very slopes of the Arctic Ocean, will be one of the most daring and picturesque attempts to subjugate a wilderness known to railway annals. — From Consular Reports, United States.



## LUMBERMEN MEET.

### DESIRE DUTY ON LUMBER.

THE Lumbermen's Association of Ontario held their annual meeting at McConkey's on the 29th ult. Mr. Jas. Waldie, president of the association, and the board of managers entertained the members at luncheon, after which the business was proceeded with.

#### TARIFF.

The two principal matters discussed were the question of tariff and that of railway rates. Speaking of the tariff, Mr. Waldie said: "We must insist that the Dominion Government shall adopt a tariff against lumber and all wood products entering into competition, remove them from the free list, and relieve the lumber industry from the unequal competition of lumber manufactured and freighted under more favorable conditions. To-day, labor, machinery and mill supplies are higher in Canada than in the United States, and when low transportation rates on lumber are given from the Southern States we in Ontario are placed in competition with the cheap labor of the South; and lumbermen in New Ontario and British Columbia are at a disadvantage when competing with Oregon and Washington Territory for the trade of our Prairie Province. The advantages given and favors shown by the whole country to Manitoba while a young and struggling Province are surely entitled to consideration, and that Province now being of age may fairly be asked to accept the general policy of the Government equally with other Provinces.

"Ontario industries are paying a million dollars a year by way of a duty on soft coal, which is a tax local in its application, owing to distance from our own coal mines, and this tax is either for revenue or the protection and advantage of the coal industry of Nova Scotia and Cape Breton. So that if Manitoba should pay a tax on a

portion of her lumber consumption, it is only fair, and it is an error to suppose that Manitoba alone would pay a duty on lumber, as to-day Ontario imports lumber as extensively as the West."

The question of freight rates was also discussed, and it was pointed out that these had increased about 100 per cent.

Speaking of this, Mr. Waldie said: "Rates have been steadily advancing on lumber, as well as on other lines, and the efforts of the railway management in this new century, with the large accumulation of wealth in a few hands, will, in the end be met with an outburst of socialism to the injury of all. I believe that this can be avoided in Canada if our Dominion and Provincial Governments stop granting subsidies to promoters for the purposes of building railways to open the country."

The views set forth by Mr. Waldie were approved of by practically all members of the Association present, and action will be taken to have the Government place a duty on lumber coming into Canada.

Mr. P. W. Ellis, the president, T. A. Russell, secretary, and Mr. W. J. McMurtry, of the Canadian Manufacturers' Association, also were present and discussed with the lumbermen the advisability of their becoming members of the Association and forming a branch of the same.

### THE PACIFIC CABLE.

THE following is some information relating to the Pacific cable, which will shortly be laid by The Telegraph Construction and Maintenance Co.

This information will be laid on the table of the House when the first Parliament of the new Commonwealth meets:

The total cost of the new cable will be £1,795,000 (\$8,735,367). the installation

and surveying will cost £204,000 (\$992,766), making the total cost of the cable when completed £1,999,000 (\$9,728,133).

The cable is to be completed and in working order by July 31, 1902, provided the company is allowed to start laying the Australian section first. The Australian section comprises cables from the New South Wales and New Zealand coasts to Norfolk Island, and thence to Fiji. The other section will be from Fiji to Fanning Island, and thence to Vancouver, British Columbia.

When completed, it is anticipated this cable will materially reduce the existing charges to the North American continent, and especially to Canada.

The route decided upon is from Vancouver via Fanning or Palmyra island, Fiji and Norfolk Island, with branches from the last-named station to Auckland, New Zealand, and Queensland. The length of the cable over this route would be, allowing 10 per cent. for "slack" actually used, 7,986 nautical miles, viz: Vancouver to Fanning Island, 3,561 miles; Fanning Island to Fiji, 2,093 miles; Fiji to Norfolk Island, 961 miles; Norfolk Island to New Zealand, 537 miles, and Norfolk Island to Queensland, 834 miles. Some 1,900 soundings over 500 fathoms in depth have been made, which relate directly to the route along the bed of the ocean, the greatest depth being 3,200 fathoms, but the general average is much less.

It is estimated that with the use of 650 lb. of copper and 400 lb. of gutta percha 1,940,000 words might be transmitted in a year. Great Britain and Canada have agreed to defray five-ninths of the total cost; New Zealand, one-eighth, and New South Wales, Queensland and Victoria have pledged themselves to contribute the remainder between them.

As to the revenue to be derived from the cable, it is anticipated that the returns for the first year, on a tariff of 2s. (49c.) a word, will be £109,807 (\$534,376), and that by the fourth year of its working the cable will become a paying concern. It has been proposed to charge 3s. (73c.) a word for messages, right through—that is, crossing Canada and the Atlantic, in addition to the Pacific—and 2s. (49c.) for the Pacific cable section.

## THE METRIC SYSTEM.

An Important Discussion of this subject by the Manufacturers.

IT was announced in last issue of INDUSTRIAL CANADA that a meeting would be held for the discussion of the Metric System, on Wednesday evening, January 30. Owing, however, to the death of the Queen this was postponed indefinitely, and was afterwards fixed for the evening of February 13.

The discussion followed a dinner at Webb's parlors, just at the close of business hours. Hence all were prepared to listen to an interesting discussion of this subject by 8 o'clock.

Mr. P. W. Ellis occupied the chair, and

besides 120 manufacturers there were also present Professor Loudon, of the University of Toronto; Principal Galbraith, of the School of Practical Science; Jas. Wilson, president of Trades and Labor Council; Professor Ellis, School of Practical Science; Mayor Howland, of the city of Toronto; Principal Doane, Principal McAllister, Inspector Chapman, Dr. Andrew Smith, president of the Industrial Exhibition Association. Songs by Mr. H. Mason and recitations by Mr. Ziller enlivened the proceedings of the evening.

The speaker of the evening was Mr. Arthur Harvey, on whose shoulders devolved the principal work, as Mr. Jeffrey H. Burland, of Montreal, who was to have been present, was prevented through an attack of the prevailing malady, la grippe.

Mr. Ellis introduced the subject by referring to the general discussion that decimalization was receiving in all parts of the world, and read a number of extracts from speeches delivered at the London Chamber of Commerce by representatives of the leading boards of trade and commercial organi-



zations of the Empire. He then called upon Mr. Harvey to introduce the subject.

Mr. Harvey thanked the Association for the honor it had extended to him in inviting him to discuss this important subject before them, and also thanked them for the magnificent turnout to listen to a subject which was not noted as being of a very entertaining character.

He then introduced the subject as follows:

#### PROGRESS OF REFORMS IN MEASUREMENT.

Sir Sandford Fleming, K.C. M. G., has for many years been actively interested in the subject of time reform. When president of the Canadian Institute, and afterwards, when president of the the Astronomical Society, of Toronto, it was my duty and pleasure to cooperate with him in his efforts to improve our methods of time reckoning; nor did my interest in the subject terminate with the presidencies.

Many will remember when watches had to be reset as one journeyed from Montreal to Toronto, and even from Toronto to Hamilton. Every city had its separate noon, when the sun crossed its meridian—an inconvenience which had to be remedied when railroads became the usual means of locomotion. Time reformers aim at the ultimate introduction of cosmic time, when various noons shall no longer govern time-notation, when the civil, nautical and astronomical days, which are now different, shall be the same, when the day will begin on one given meridian and time be uniform all over the globe.

Though we have not yet succeeded in all our efforts, we have the satisfaction of knowing that a great advance has been made by the adoption of "belt time" or "time belts," under which the hour in common use is the same for each belt of 15 degrees of longitude—a system now in vogue over North America and in most parts of Europe. We have also succeeded in having the 24-hour notation introduced on the trans-continental lines, and the French official tables of the Bureau des Longitudes have this year gone far in the direction we desire. We know that when cablegrams are as frequent as ordinary land telegrams now are, and almost as cheap, as they will be, it will become a matter of necessity to introduce cosmic time-reckoning, so as to have the same time to the minute all over the world. It will avoid confusion, eliminate errors and simplify business and scientific affairs. That will be the completion of a reform which began when the pendulum came into use—for, before that time, even hours were not of uniform length.

While studying, a short time ago, one branch of this reform, the co-relation of longitude to the hour, and examining the methods devised in Europe for decimalizing the quadrant, the degree and the hour, my attention was drawn to the incompleteness of decimalization in other respects, especially

among the English-speaking nations, and I brought the subject to the attention of the Canadian Institute. The paper seemed to be timely, and, at the request of some of the audience, I published it in pamphlet form. It was not intended for a treatise on the metric system so much as an account of the principle and of the history of all decimal reforms, for the metric method is only a stage in evolutionary development. For this purpose I traced the various steps we have had to climb, so that the path we yet have to tread might be intelligently entered upon.

No scientific man altogether likes the decimal base. I should prefer the duodecimal. But to use it conveniently, we should have to find new single symbols for 10 and 11, which would, perhaps, tend to confuse us, our faculties being very limited as yet. We cannot properly laugh at those savages who can only count three, or at the ancient people who could not comprehend more than five. We can readily understand halves and quarters, but you will not all find it easy to divide into three equal parts a line of the length of your foot. Take a pencil and see how much you will be astray if you try to mark it off by the eye into five. Estimate with rapidity, if you can, a handful of marbles, whether there be eight, nine, or more. Count a heap of coins by sevens. It may be that 11 and 12 are too many for the great majority to reckon with, and that this is the underlying reason why the decimal base has been preferred to the duodecimal, and is now universal in arithmetic. Being universal and reasonably satisfactory, it would be Quixotic to assail the decimal system of numeration, though it has no great antiquity in its favor, so far as figures are concerned, for it is only a few hundred years since the old Roman lettering, M, D, C, X and V, was displaced.

If, however, it be conceded that we must continue to use the decimal system of numeration, it must be evident to all thinkers that the adoption of decimalized coinage, weights and measures is necessarily a mere question of a convenient time.

All who are familiar with Gibbons' "Decline and Fall of the Roman Empire" understand how that vast political structure was gradually broken up into numerous States, the process being accompanied by incursion after incursion of strange tribes and alien races. The social fabric was changed in all its fundamentals, commerce languished, values were unsettled. It would have been singular if, during this carnival of confusion, the standards of measurement had alone remained constant, for each ruling race had its own views as to relative values, and every despot his own ideas and necessities in the matter of coinage. Gibbon's history of the great catastrophe carries us into the sixteenth century. From that time the modern era of reconstruction set in. New routes to India and America were discovered. Political, per-

sonal, and so-called religious liberties asserted themselves. Printing replaced writing, invention was stimulated, commerce revived. This could not be accomplished without many popular revolutions, but that which took place in France at the end of the eighteenth century was the terrible culmination of them all. Everything seemed thrown into a state of chaos, but, as usual, order succeeded, and the more complete the disorganization, the fiercer was the passion for setting things to rights. One of the first needs of the distracted country was found to be a uniform, decimalized, scientific system of coinage, weights and measures. The extreme confusion which prevailed in relation to these matters actually placed France in an advantageous position for trying the experiment of introducing an entirely new method.

In the fashioning of modern France there had been united Bretons, Normans, Franks, Burgundians, Navarrese, British, Flemings, Helvetians, Italians, Basques, Provençals, Moors—each at some time or other independent in particular districts. Every Province, therefore, had its own pound, foot, acre, bushel, gallon—none alike, while what was sold by weight in one region was dealt in by measure in another, and by tale in a third. The logical tendencies of the people led them to desire a system which should be uniform, harmonious and complete, each part related to the others, all based on some unalterable principle. Even before the abolition of royalty, France was seeking for rescue from the confused state of affairs, and perceived that demolition must precede reconstruction. In 1790, a Royal decree instructed the Academy of Sciences to elaborate a scheme for organizing a suitable system of uniform weights and measures, and in 1793, by which time there was a national convention at the head of affairs, a motion was introduced and carried inviting other European nations to adopt an international system, upon a new and scientific basis. But French ideas were at a discount in the great monarchies just then. England and her political allies refused to join in the discussion or to appoint members of the proposed commission. France, therefore, proceeded alone, or with the help only of the auxiliary States upon her borders.

The first idea was to choose as a basis for a new system the length of a pendulum beating seconds at sea level in about the latitude of Paris—this being a constant, whatever the weight of the plummet. But it is not the same at every place, even in the same latitude, because of local differences in the composition of the mass of the earth, and it has no relation to any cosmic measurement. So that notion was abandoned in favor of a standard to be based on the size of the world.

It took thousands of years for even civilized people to discover that the earth is



round, and a couple of thousand more to discover that it is not a perfect sphere. Having treated in the pamphlet mentioned of the history of these great discoveries, I will only say here that the diameter of the earth is necessarily the fundamental constant of astronomical distances. We must establish the size of our world before we can translate into distance the parallax of the sun; from his distance we can tell how far off the planets are, and, by observations based on the diameter of the earth's orbit, we can even drop a plumb-line to the stars. Millions of money have been spent by Governments and individuals in working out the delicate problem, and, just before the French Revolution, certainty was thought to have been reached by measuring an arc of longitude of about three degrees in Peru, at the equator, and comparing it with others which had been measured in northern latitudes. The former gave 362,808 feet to a degree; the degree in Lapland was 365,782. The difference between the polar and equatorial diameters was estimated at a little less than one-three-hundredth part of the greater, or about 27 miles. However, it has since been found that the measurement of other and larger arcs gives curiously discordant results; the earth's curvature in our latitude is more than it should be if the world were a true oblate spheroid, with diameters of 7,899 and 7,926 miles; it bulges out, and the surveyors are again at work, remeasuring the equatorial arc, on French account, while the Swedes and Russians are measuring in Spitzbergen, the British from the Cape to Cairo, the Americans from Mexico to Canada on the 98th meridian, an arc which the Mexicans are prolonging to the Pacific and we shall some day extend to the Arctic Ocean.

I have given these particulars that you may judge whether the adoption of metric standards should precede the exact definition of the true metre. We already knew that the metre of France is not the one ten-millionth of the earth's quadrant it was meant to be. Astronomers in that country, as well as in England and the United States, now accept Col. Clarke's computation, which makes the compression of the earth a little more than one three-hundredth. When the extended arcs are completed, there will be a new set of figures, the shape of the earth will be better defined, and the mean quadrant may be found to differ slightly from the present norm. But, while this measurement is of the utmost consequence to astronomers and connected sciences, there is no magic in it as applied to business affairs. The old Greek standard of length, the stade, was a very good one, so, too, was the Persian parasang, and little fault could be found with the Roman mille passuum, a thousand paces, the etymological origin of our mile. The pace of the northern people nearly equalled a yard; a foot is a good standard too. Indeed, these natural standards seem to have been the most used everywhere—the cubit, the ell or arm, the

hand, the thumb (Fr. *pouce*, an inch) the barley corn, the grain, the foot, the league or hour, this being the distance one can walk in that time. There really was no practical reason for the French reformers choosing the fraction of the earth's circumference as their basic measure in preference to the average foot or pace of European races, except that it was thought to be a definitely fixed quantity, which could be recalculated in case of the loss or destruction of the legalized standards. Therefore, I, myself, see no reason for changing the accepted length of this metre, even should there be a difference between it and the true ten-millionth of the quadrant. If it be commercially desirable for us to adopt the metre as our basis of measurement, we need not wait for a dozen years upon the results of geodetical inquiry. The nations which have adopted it may not change their measures, and, if they do, we can change with them.

If my calculations are correct, the difference might be half of one hundred thousandth, or only a couple of feet in 100 miles. Moreover, it is certain that the shape and size of the earth are changing. Even our year is 10 seconds shorter than it was at the time of Christ. Absolute accuracy being therefore unattainable, we need not worry about the infinitesimal.

Having adopted this fraction as the metre or measurer of length, the commission proceeded to bring it into relation with weights, with measures of capacity and with values of metals for coinage. The multiples were named by prefixing Greek numerals, giving us the decimetre, the hectometre, the kilometre, the hectare, the decagramme, hectogramme and kilogramme, the decalitre, the hectolitre and the kilolitre. On the other hand, the parts were named through Latin prefixes, giving the decimetre, centimetre, millimetre, the centiare, the decigramme, centigramme and milligramme, the decilitre, centilitre and millilitre. The franc had its decime and centime, the new week had 10 days, the day 10 hours.

France was at that time surrounded by dependent powers. Westphalian, Batavian, Helvetian, Spanish, Ligurian and other Italian creations. Some of these joined in the work of the commission, and all proceeded to adopt the system, or had it imposed upon them. The advantage was two-fold—first, the adoption of uniform measures to displace the thousands of discordant ones in use, and, next, the decimalization of the whole.

All reforms meet with opposition, and this was not an exception to the rule. The 10 day week and the 10 hour day were soon abandoned, while, as a concession to popular prejudice, the measures usuelles had to be temporarily restored as to names. Not until 1837 was the decimal metric system finally established as the sole legal one, even in France, when two-and-a-half years were allowed to complete the change.

But the great merits of the system have ultimately won their way all over Europe, so that Great Britain and the United States are now called upon either to remain isolated from the rest of the civilized world or to join in the procession of the peoples who use the metre as their standard and decimalize all their measures.

The lively interest now taken here in the subject follows from the action of the Associated Chambers of Commerce of the Empire in 1899, based upon the report of a select committee of the British House of Commons, appointed in 1895. That committee advised that the metric system should be compulsorily adopted, so the Chambers of Commerce very properly asked for reports from Her Majesty's consular and diplomatic agents as to the experience of foreign nations. These reports were laid before the Parliament in July last, and form a valuable treatise of 67 pages. They are summarized in my booklet,\* but the whole report should be studied by all who would be largely affected by the proposed change. Curiously enough, nothing is said about the way the system works in the matter of manufacturing; its effect upon commerce is exclusively dealt with, but commerce and manufactures now go hand-in-hand to such an extent that a report made for the merchant is of great value to the manufacturer also.

The dates when the metric system was finally and exclusively legalized in the various countries was as follows:

France.....	1840
Belgium.....	1855
Germany.....	1872
Portugal.....	1872
Bulgaria.....	1872
Austro-Hungary.....	1876
Switzerland.....	1877
Norway.....	1882
Servia.....	1883
Roumania.....	1885
Montenegro.....	1888
Sweden.....	1889
Italy.....	1890
Spain.....	1895

This leaves outside the pale only Turkey, Russia, Denmark and Greece. Holland is within the fence, but recalcitrant still. As a rule, the nations which have most recently introduced the system have done so with the greatest ease and in the least time. Thus, while France and Belgium required nearly 50 years to make it universal, and Holland after 100 years still hangs to its antique customs, Austro-Hungary took but four years, and Norway three. Bulgaria allowed four years for a thorough change, but for grain measures gave but six months. German South-West Africa was made to accept the change in two months.

The least intelligent nations are the slowest to adopt the amended system.

\* Hunter, Rose & Co., publishers, Toronto.



Russia seems to dread a popular revolt, though Finland, a highly-educated country, has taken to the metre thoroughly and quickly. Turkey has failed in two endeavors to substitute new measures for old, and Greece, whose trade with Turkey must govern her actions, feels it imprudent to destroy the legality of the ancient standards. There remains but Denmark, whose house of peasants is afraid of its electorate.

All nations which have adopted the system feel it of great benefit for internal trade, and a necessity for foreign commerce, and none would willingly revert to the old methods. For many of their opinions I again refer to my pamphlet, but I quote the Italian report, which is a good summary of the whole question, so far as trade is concerned. It gives the "considerable advantages" as follows:

(a) Greater facilities for commerce offered by a uniform standard as regards quantity, price, etc.

(b) Increased facilities for importing goods, and a great saving of time at frontier Custom Houses, afforded by a single simple standard for calculating quantities and money payments.

(c) The general advantages derived in commercial relations with those countries which have adopted the metric system by reason of a common standard.

It is evident, from a careful perusal of the reports, that European nations can get on with our language, that they can even put up with British currency, but, when it comes to a third translation, from strange measures and queer weights to their own, they baulk, and Britain loses, to the advantage chiefly of Germany and France.

But, in my judgment, an equal benefit of the new system is the saving of time in schools, by dispensing with tedious studies in compound arithmetic—a saving of immense national importance, to which most of the reports allude. They might also lay stress on the great saving of time to adults engaged in commercial bookkeeping. The writers of the treatises estimate the school-time gained at from one to two years.

I am myself persuaded that by a change in our school curriculum which should do away with all study of grammar except reading and spelling, combine geometry and algebra and decimalized arithmetic, and leave out such things as grammatical construction, problems connected with vulgar fractions and cumbersome tables of weights and measures—which should be high school subjects and are only needful for a small proportion of the young—we can find time for the study of other languages, especially French, and for learning the deft use of the hand in preparation for technical work, by which I mean the proper employment of the hand in forming and combining materials, and the education of the eye to perceive truth, beauty and fitness. Then we might have, at the end of a common school course, a young genera-

tion not ignorant of manual training, but fitted for apprenticeship to the pursuits useful in this country. We should have less young folks looking for something to do, they know or care not what, and fewer who with useless scholarship drift on shoals and loaf their best years away, encumbrances

As to the expense. I have elsewhere given that at 10 cents per head of the population, but this refers only to the cost of changing the weights and measures in actual use for commercial dealings. We may be guided by the experience of Norway, which supplies the following data:

#### Public expenses—

Purchase of standards and apparatus .....	\$ 14,220
Plans and drawings .....	1,085
Models .....	1,530
Controlling apparatus, for police, etc.....	8,250
Adaptation of old instruments to metric equivalents .....	15,555
	<hr/> \$ 40,640

#### Private expenses—

Adaptation of old instruments .....	10,220
Purchase of new metric instruments .....	178,805
	<hr/> 189,025
	<hr/> \$229,665

to themselves, their friends and their country. You, manufacturers, know that, although machines do much that the hand once did, it still requires the hand and the mind to guide the machine, and will surely feel it your duty to urge, in season and out of season, the abandonment of studies which puzzle without strengthening the brain, so as to allow time for those which are practical, tend to correlate the muscles with the senses of feeling and of sight, and make the mechanic more valuable to you and to himself. You will also feel it your duty to convince the artisans whom you employ of the stern necessity for technical training in its widest sense if we wish to attain and hold a high position as a manufacturing nation. We have as our real fighting ground not the limited area of our own settlements, where the question of work and wages sometimes divides employer and mechanic, but the whole world. If as against the competition of the thoroughly educated people of Germany, the concentrated capital and organization of the United States, and the long experience of Britain, the next generation comes into the arena without the full armour of perfect training, the status of the mechanic, which should be elevated, will fall, and your capital will fail of its due increase. And if you do exert your great influence in the cause of education, put in a plea for language and literary studies, or at least against their neglect. Without the humanities there will be no pleasing shapes, no grace about manufactured goods, while artistic manufacture will cease to exist.

For argument, I can now use but one. The man who regrets not having had a good education in his boyhood, what does he feel he lacks? Is it arithmetic? Is it the ability to read? No. It is the knowledge of his own and other languages, his poorly trained tongue and ear, his lack of understanding poetry, history, the highest of all science, astronomy, and all the fine arts generally. This being a meeting for discussing the metric system, let us look at some other aspects of the question.

These new instruments were made and sold by the Government, which also adjusted, free, for two years, all weights above one pound, but charged for the service in the third year of the transition period. The population of Norway being about 2,000,000, this was a little over 10 cents per head. But we ought, perhaps, to double this, so as to allow for weights used for private purposes. And, in addition, there must be a large expenditure on the part of manufacturers for the adjustment of their machinery to make articles according to the new measures, for the threads of screws will no longer be so many to the inch, but so many to the centimetre; the diameter of steam pistons, the size of tubes and couplings will be regulated by new scales, every foot rule will become useless, all our bottles, large and small, must be disused, and moulds for making things must be replaced by others. All interests will be affected, for it is no light task to change in a few years immemorial customs, so much are we all creatures of habit, so deep are the roots of system, be it good or bad. Imagine, for instance, the labor and the troublesome dislocation of common practice involved in the re-assessment of our cities, when we have to measure frontage by the metre instead of by the foot. Six feet will no longer be spoken of as the stature of a tall man, but 1.829 metres—one metre and 829 millimetres. It will not be a 200-lb. heavyweight, but a gentleman of 90.72 kilogrammes—90 kilos and 72 decagrammes. We shall have no more 4-lb. loaves or pints of ale; the bushel of wheat and the barrel of pork may weigh the same, but they will have so many kilos instead of so many pounds, and, as the numbers will be broken, even those measures may

... Suffer a Sea-change  
Into something new and strange.

I leave you to fill up the list, merely quoting a remark of Mr. Marling's in the report from Paris, that "the infinite variety of modern life would demand, in France, a far greater effort now to effect the reform than was necessary in 1837." If the change



has to come, let it come quickly; the task is easier now than it will be 10 years hence.

Great Britain will have a more difficult problem to solve than the United States, for it has to decimalize its coinage and the form of its accounts, whereas the United States and Canada have already done so. It seems to me a matter of regret that the two great nations with which the great bulk of our trade is transacted are not acting together, and I ask your consideration of a suggestion that Canada might usefully endeavor to bring about a conference between them as to the time and manner of making a change. Would it not be within the province of our board of trade to address the Dominion Government, with a view to secure joint action between them, and to have the commissioners meet in Toronto? The United States are in earnest about the matter, as the following official letters show:

Mr. William C. Fox, Chief Clerk, Bureau of American Republics, Washington, D.C.

Sir,—In reply to your letter of November 30, transmitting a letter from Mr. Arthur Harvey, Toronto, Canada, I have to say:

1. The latest development of the movement to establish the metric system in this country was the favorable action of the Committee on Coinage, Weights and Measures, House of Representatives, in regard to a bill introduced during the last session of Congress. The bill in question, which has for its purpose the adoption of the metric system as the legal standard of the United States on and after January 1, 1903, received the unanimous endorsement of the committee at a meeting held on February 6, and the chairman of said committee was authorized to report the measure to the House at the first opportunity. It is hardly likely that the bill in its present form will become a law, but the effect of the endorsement by the committee will certainly give impetus to the movement which we confidently believe will ultimately result in the exclusive use of the metric system in this country.

2. I am informed that the conditions in Porto Rico and Cuba are practically the same as when they were Spanish possessions; viz. the metric system is in general use. In all Customs transactions the metric system is used by order of the military authorities, not only in the two countries referred to but also in the Philippine Islands.

Yours respectfully,

S. W. STRATTON,

Inspector of Weights and Measures.

December 10, 1900.

Since the date of that letter, Mr. Stratton has sent to me direct, the report of the "hearing" before the committee of the proposal to establish a national standardizing bureau, May, 1900. It seems that the United States have no system of inspection of weights and measures based upon

recognized standards, the only one known being the pound troy. The effort to introduce standards curiously aims at scientific standards only, such as the strength of steel and cement, the measure of the candle power of electric light, or the meter of electric energy. (By chance, it was mentioned that surveyors' steel tapes could not be officially tested as to their accuracy.) But Mr. Ridgely touched the real question when he said: "If we are to go into the extension of our standardization department would it not be desirable, simultaneously if we can, to adopt the metric system of weights and measures?" And Dr. McMurtrie, president of the American Chemical Society, replied that he "thought it most important that the metric system should be adopted as the standard of this country." Dr. McMurtrie and those with him saw no connection between a standardizing bureau and the introduction of the metric system, but I think that on further reflection they will agree with Mr. Ridgely. I have, at Mr. Stratton's request, sent him a few of my books on decimalization for the use of the committee of the House, and I have besought him to endeavor by all means to decimalize every measure. Mr. Poincare, chief of the Bureau des Longitudes, which issues the French Nautical Almanac, affirms in a paper just read to the Astronomical Society of France that, by decimalizing the degree and the hour, one-fifth of the time necessary for nautical calculations is saved. I have respectfully suggested that negotiations be entered into with England to have one system adopted by both Britain and the United States, at the same time too. But the weight you would carry through the Government would be a hundred times greater than that of any individual.

We cannot act in the premises with advantage until one of our two chief customers has done so, and it is evidently much to our interest, as it is to theirs, that they should take concurrent steps, for, otherwise, a double system would have to be used by each, and the great advantage of uniformity would not be realized. There is an International Bureau of Weights and Measures for the European continent, with headquarters in Switzerland. The nations of Europe act together, under a convention. The English-speaking states might join them, also the republics of America, from Mexico to Chile, all of which use the metric system.

I have given some consideration to two subjects for discussion, with which I shall conclude this address, viz.: Partial decimalization, and nomenclature. By partial decimalization I mean the retention of our existing standards, and the division into tenths, hundredths, etc., of the pound avoirdupois, the foot and the gallon, or even of the two former, so as not to interfere with our present quarts and pints. To secure simplicity, Troy and apothecaries' weights would have to be prohibited, also the yard measure, while a new ounce and a

new grain would be needed, also a new inch. For carrying on foreign trade we could then use a decimal multiplier or divisor. Thus, in the matter of length, since a metre is 3.2809 feet, we should bring a number of metres, say 2.35 metres, into feet by multiplying 2.35 by 3.2809, and the result, 7.71, etc., would mean seven feet, seven new inches and one-tenth. This multiplier could be put in all our catalogues, and foreigners would certainly find the strangeness of our measures much reduced, for conversion would be easier. After much hesitation, I have, however, come to believe it would be better to make the plunge at once and adopt the metric system of the Latin and European nations in its entirety, excepting, perhaps, as to the measurement of land by the acre. Land is not an exportable article and the chain by which it is measured is decimalized.

As to nomenclature, it is certain that the names for the new weights and measures adopted abroad will, for a time, seem strange. They are long, and, taken as they are from Greek and Latin roots, they do not seem living things to Teutonic or Keltic races. But experience teaches that it is best to do away with the old names. Even in France, 40 years after the metric system was devised, it was found necessary to prohibit under penalties the use of the old words, as they tended to perpetuate the old system. In French-speaking Belgium the old names are now legally applied to the new measures which come nearest to the old ones; the "livre" and the "aune" are spoken of, but they are not identical with the old pound and ell, which are confusing when comparisons have to be made. So in Holland, the old "el" was 68 centimetres, yet the metre is called an "el," the "pond" was about 500 grammes, yet the kilogramme is called a "pond." In Germany, too, old people cling to the old names in local trade. Whether the old names are thus retained, or new short ones coined, the decimal significance of the nomenclature is impaired. If the metric names are clipped their meaning is obscured. Therefore, I think the French terms should be adopted when we begin to use the things, in order to avoid confusion and hasten the general acceptance of the new order.

One thing is to the credit of these names, they are definite. An example of the confusion of ideas arising from the want of this quality I may give you from Scripture. St. Matthew speaks of Judas as agreeing to betray Christ for "thirty pieces of silver." So at least the old translation runs. But the original says 30 "arguria"—that silver "bit" being less than 20 cents. I suppose that, to translate it properly, a Canadian Bible ought to say that Judas agreed to the treason for \$5—and the ineffable meanness of the transaction would then be understood.

I believe that Canadians could learn to use our new measures in one year, if neces-



sary; certainly in two, though it will be a generation before in language and in some customs the old order quite passes away. It is satisfactory to feel that we shall be aided in rapidly passing through the transition period by the enthusiastic adoption to the metric system, in its completeness, which we may reasonably expect from our fellow subjects in Quebec. "In its completeness," I say, remembering Bacon's phrase, "It is a secret, both in nature and state, that it is safer to change many things than one." (Essay XXX.)

I conclude by again expressing my belief that the metric method is but a stage in evolutionary development; that the civilized world, having adopted the decimal system in arithmetic, decimalized weights and measures must follow. Now, evolution is but another name for continuous, consecutive creation, which is the work of a higher power. It is the operation of a fixed rule which we must respect, for the penalties of disobedience to natural laws are sure and terrible. In this case they may be long continued commercial disability. Shakespeare, our greatest thinker, says:

There is a history in all men's lives  
Figuring the nature of the times deceas'd:  
The which observ'd, a man may prophesy,  
With a near aim, of the mainchance of things—  
As not yet come to life; which in their seeds  
And weak beginnings lie intreaured.  
Such things become the hatch and brood  
of time.

—King Henry IV; Act 3. Scene II.

Unless a line of progress be a divergent one, which has attained its end, and so must cease, it must extend, with other characteristics of our civilization. Some may therefore think it is of little use to discuss, resolve, approve or disapprove of any form of action. But I say be not listless, take up no Oriental notions of fate. Not only meet but aid your destiny, if destiny it be. Then, in the words the same poet puts in the mouth of King Henry IV.:

And, as we hear you do reform yourselves,  
We will, according to your strength and qualities,  
Give you advancement.

Mr. Arthur Harvey, Actuary, F.R.S.C., etc.,  
Toronto, Canada.

My Dear Sir,—It is not likely that the Metric System Bill will be taken up at this session of Congress as the time is exceedingly short and there are a great number of things to be considered. I have no doubt but that the next session will do something with it.

Very truly yours,

S. W. STRATTON,

Inspector of Weights and Measures.  
Washington, D.C., February 1, 1901.

Principal Galbraith, School of Practical Science, continued the discussion, endorsing the conclusions reached by Mr. Harvey and explaining how useful he had found the metric system as applied to scientific re-

searches in the School of Practical Science. He also enlivened the proceedings by reading an amusing article illustrating the antipathy of English workmen to changes of any kind, no matter whether they were for better or not.

President London, University of Toronto, followed Principal Galbraith, and congratulated the Association upon the splendid turnout to listen to a discussion of this kind. His experience enabled him to endorse the position taken by Mr. Harvey. for he had, in scientific researches at the University, made use of the metric system for a length of time and with the most satisfactory results.

He reviewed the important bearing that the adoption of the metric system would have on the education of the young, expressing it as his belief that the time required for public school education would be shortened by at least one or two years if the decimal system were adopted.

He expressed the hope, then, that with the rapidly expanding trade of Canada, a trade that was no longer local or national, but was becoming international, that steps would be taken to place our system of weights and measures on a decimal basis, and that the one commonly accepted by other peoples.

In order to place the matter in concrete form for discussion, Mr. T. A. Russell, secretary, proposed the following resolution:

"Resolved, that this meeting recommend the Executive Committee of the Canadian Manufacturers' Association to place itself on record as in favor of the Government of Canada taking steps to have a conference of representatives of Great Britain, United States, and other Anglo-Saxon countries, in order to facilitate the adoption of a common system of weights and measures upon a decimal basis."

Mr. J. P. Murray, chairman of the Industry and Membership Committee of the Association, seconded the resolution and took occasion to express his conviction that Canadian industry was determined to advance and to outgrow the boundaries of our own land. He consequently heartily endorsed any action which would facilitate the transaction of business with foreign countries.

Principal Spotton, of Harbord Street Collegiate Institute, discussed the question from the standpoint of one engaged in the secondary educational system of our country, and expressed his approval of any measures tending towards the adoption of the metric system.

Professor Ellis, of the School of Practical Science, added a most interesting feature to the discussion by submitting a brief practical review of what the metric system meant. He stated that the whole metric system of weights and measures consisted practically in nothing else but the metre and the gramme, or gram (as it is written in

English). The Greek prefixes deka, hecto, kilo, myria are used as multipliers, and are generally abbreviated and expressed by capital letters, D., H., K., M. The Latin prefixes deci, centi, milli are dividers, and abbreviated by small letters. So:

- 1 dekametre or D.m.=10 metres.
- 1 hectometre or H.m.=100 metres.
- 1 kilometre or K.m.=1000 metres.
- 1 myriametre or M.m.=10000 metres.
- 1 decimetre or d.m.=1-10 metre.
- 1 centimetre or c.m.=1-100 metre.
- 1 millimetre or m.m.=1-1000 metre.
- 1 kilogram or K.g.=1000 grams.
- 1 hectogram or H.g.=100 grams.
- 1 dekagram or D.g.=10 grams.
- 1 gram=g.
- 1 decigram or d.c.=1-10 gram.
- 1 centigram or c.g.=1-100 gram.

These weights replace the Apothecary, Troy or Avoirdupois weights, so there is no danger of getting mixed up.

The litre is nothing else but a cubic decimetre. One litre or cub. d.m. of water at 39.2 degrees F. equals 1000 grams or 1 kilogram; consequently one cubic metre of water at the same temperature represents 1000 kilograms or 1000 K.g., because one cubic metre contains 1000 cubic decimetres.

This is the whole system, and we think there is very little to be frightened about. Carpenters, builders, mechanics, etc., who build for foreign countries, have now always to reduce their measures from one system in another, and vice versa; it takes much time and accurateness, and, as our foreign trade is increasing, it is a wise thing to part with the obsolete English system.

Mayor Howland responded to the invitation of the chairman to say a few words and stated that, although he had heretofore been rather adverse to a foreign system of weights and measures, the discussion that he had listened to had opened his eyes, and he now saw that the adoption of a convenient common system of notation had a very close relation to the development of the industries of our country.

He further expressed the belief that in future years it would have not merely a beneficial effect upon industrial activity, but would also have a helpful influence in political relations, and he consequently commended a change for this reason.

Inspector Chapman, as a representative of the public school system of education, expressed his thorough sympathy with the movement. He believed that it would greatly shorten the time required for the education of school children, and stated that those engaged in the teaching profession in public schools generally would adopt the system most readily.

The discussion was then closed by Mr. Harvey who reviewed some of the points of interest brought up through the discussion, and once more thanked the assembled manufacturers and educationists who had



given such consideration to this important subject.

The chairman on behalf of those who were present conveyed to Mr. Harvey the thanks of the Association, and the meeting then dispersed, everyone leaving with the most hearty enthusiasm for the first monthly dinner and debate held under the auspices of the Canadian Manufacturers' Association.

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# INDUSTRIAL CANADA

ISSUED BY

The Canadian Manufacturers' Association.

Vol. I.

TORONTO, MARCH 25, 1901.

No. 10.

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## BETTER FACTORY ORGANIZATION.

On Saturday night, March 23, a lecture was delivered in the rotunda of the Board of Trade by Mr. Arnold Shanklin, a representative of the National Cash Register Co., of Dayton, Ohio, under the auspices of the Association. A large number of the members, with some of their employes, attended the lecture, which was illustrated by 230 beautifully colored views, and proved highly interesting and instructive to all.

## THE ASSOCIATION AND AUSTRALIAN TRADE.

DURING the past twelve months the Association has been endeavoring to make itself of use and value to its members by placing them in touch with leading buyers from our sister colony of Australia. In this it has met with great success, having already introduced no fewer than five strong Australian buyers to a number of Canadian firms.

Mr. Chas. Dobson, of Messrs. Chas. Dobson & Co., Sydney, Australia, was the most recent of our visitors, and a recent interview published in The Toronto Star, speaks of him as follows:

"Mr. C. Dobson, of the firm of C. Dobson & Sons, hardware and building materials, Sydney, N.S.W., paid a visit to the offices of the Canadian Manufacturers' Association this morning. Mr. Dobson arrived here on Saturday evening, and is on his way back to Australia, after having made an extended trip over the United States, England, Belgium, France, and Germany. Throughout his trip Mr. Dobson has been making inquiries regarding trade conditions in the various countries visited by him, and as to the outlook for inter-trade relations with Australia. *Nowhere on his travels has he received so much assistance in prosecuting these inquiries as he has from the Canadian Manufacturers' Association, this being his second visit here.*

"Mr. Dobson thinks there will be a great field opening up in the near future for a large trade between Canada and the Antipodes. 'The federation of the Australian colonies,' said Mr. Dobson 'will give a great

impetus to trade. It will prove the making of Australia, the same as, in my opinion, federation here was the making of Canada. There are better reasons why federation is the best thing that could happen for Australia than even in the case of Canada. We are further removed than you are from the great markets of the world. It was absurd, therefore, that there should be any restrictions on trade between the Australian colonies, the same as it would be to restrict trade between the States of America. We have the greatest coal and iron mines and the greatest gold mines in the world, and it only needed the federation of these colonies, into which New Zealand will eventually be brought, to properly develop our wonderful resources.'

"Mr. Dobson personally is of opinion that under federation Australia will favor a preferential policy of trade between that country and Canada and other portions of the British Empire."

Attention is drawn to the words in heavy type with Mr. Dobson's reference to the work of the Canadian Manufacturers' Association.

In expressing himself to one of the members, during his recent visit, he stated that he had been in Canada, United States, England, Scotland, Ireland, Belgium, France, Germany and Italy; in fact, that he had visited all the leading manufacturing countries of the world, and that nowhere had he found in any of these countries an association so well organized and active on

The Canadian Manufacturers' Association desires its members now situated in every part of Canada to regard INDUSTRIAL CANADA as a monthly letter sent to them, telling them of the work that is being undertaken by the various committees of the Association. The articles contained therein for the most part are intended not only to carry information, but also to invite discussion, and every member is urged to give his attention to leading matters that are under consideration, and to assist the Executive Committee with any information and advice which he may be able to give.

In this issue, such questions as the tariff, the duty on oil, the relation of the tariff to some of our important industries, the progress of the Index now in preparation, arrangements for a library of catalogues of Canadian manufacturers at the Glasgow and Pan-American Expositions, the work of the Association in Australian trade, the work of our Parliamentary Committee, and others, deserve attention, and it is hoped that members will feel free to assist the Executive Committee with any suggestions on these or other subjects.



behalf of the interests of its members as the Manufacturers' Association in Canada.

This testimonial from a practical business man, who has had experience in practically all the manufacturing countries of the world, should encourage our manufacturers in the support of an organization of which most of them are already proud.

How successful the efforts of the Association have been may be seen from the fact that, after travelling over all these countries and seeing the best they could produce in the various lines relating to building material, Mr. Dobson returns to Australia representing some 24 firms in all, and of these 24 Canada supplies seven, a very fair proportion considering the competition which she had to face.

We bespeak, therefore, for Mr. Dobson in Australia, a successful business with Canadian firms supplying building material.

## OF SPECIAL INTEREST TO OUR MEMBERS.

### A LIBRARY OF CANADIAN CATALOGUES AT GLASGOW AND BUFFALO.

At the last meeting of the Executive Committee of the Association, a most important step was taken with reference to the Glasgow and Pan-American Expositions.

At the Glasgow Exhibition, a number of manufacturers are making representative exhibits, but even there the space is limited, and many have been unable to exhibit.

At the Pan-American, on the other hand, there is practically no exhibit of Canadian manufactured goods.

Recognizing the importance of these two large exhibitions as trade centres, the Association has decided to establish a Library of Catalogues of its members at both these exhibitions. Every member of the Association is asked to send three copies of his catalogue—one for use at the Pan-American, one at Glasgow, and one at the head office of the Association. These will be carefully collected and indexed by card system, so that any inquirers for articles of Canadian manufacture may refer quickly to the catalogues and ascertain full particulars as to the parties from whom these articles may be obtained in Canada.

We ask our members to send in their catalogues at once in order that the work of compilation may be carried through.

In the case of those catalogues that are small, uniform binding will be used in order to prevent removal from the library, and members will be asked merely to contribute the actual expense of binding these.

This important step, we trust, will be duly appreciated by members of the Association.

## EXECUTIVE COMMITTEE.

### Important Matters Under Discussion.

THE regular monthly meeting of the Executive Committee was held in the Council Chamber of the Toronto Board of Trade, Tuesday, March 12, at 2 p.m.

The President, Mr. P. W. Ellis, in the chair.

Others present were Messrs. Geo. Booth, J. O. Thorn, Jas. P. Murray, W. K. McNaught, J. E. Maybee, Andrew Gunn, Geo. H. Hees, John F. Ellis, C. H. Riches, S. M. Wickett, Thos. Roden, E. R. Clarkson.

Owing to the publication of minutes of last meeting of the Executive Committee in INDUSTRIAL CANADA, these were taken as read.

A communication from Mr. H. H. Allingham, asking for assistance for a lacrosse team visiting Australia, was read and the secretary instructed to reply to same, stating that this was outside of the work prescribed for this Association.

A communication from the European Export Association, asking for cooperation in securing adequate insolvency legislation, was considered, and with it a letter from Mr. A. E. Kemp bearing on the subject.

The discussion brought out the opinion of members that it was practically impossible to secure adequate insolvency legislation unless there was careful and concerted action on the part of all the various commercial organizations interested.

It was resolved, in the meantime, that the secretary should correspond with Sir Mackenzie Bowell, and Mr. Thos. Fortin, who have each introduced bills on this subject, asking for information as to the difficulties experienced in securing adequate insolvency legislation.

### FIRE INSURANCE.

A communication was also received from the Toronto branch, asking that the general Association should consider the question of high insurance rates now being imposed by the various insurance companies.

After discussion, it was decided that the secretary should interview the representative of the Canadian Fire Underwriters' Association, to ascertain the reasons why it was found necessary to advance rates in such a marked manner as has been the case, and also to ascertain what changes in fire-fighting appliances, either as supplied by the municipality or by the manufacturers themselves, would be considered entirely satisfactory and lead to a reduction in rates.

It was also suggested that as much information with reference to fire insurance and

prevention of fires should be distributed to our members in Canada as was possible.

### UNIVERSITY QUESTION.

The question of the Province of Ontario's assistance to the University of Toronto was introduced by a communication from the secretary of the Alumni Association, asking the manufacturers to endorse their request for such assistance as would place the university in a position free from debt and equipped in such a way as to look more particularly to the development of the various branches of science.

Moved by Mr. Murray, seconded by Mr. J. F. Ellis, that the president, Dr. Wickett, Mr. McNaught, Dr. Smale, and the secretary be appointed to draft a resolution to present to the Government supporting adequate assistance being given to the university in order to enable it to make satisfactory advancement in educational matters.

### PARLIAMENTARY COMMITTEE.

Mr. C. H. Riches presented the report of the Parliamentary Committee, and, in doing so, drew attention to a number of bills being presented in the Houses of Parliament having an important bearing upon manufacturers' interests.

The report was seconded by Mr. Roden, and carried.

Moved by Mr. McNaught, seconded by Mr. J. F. Ellis, that during the sessions of Parliament all members of the Executive be invited to attend the Parliamentary Committee.

### ASSAY OFFICE.

Mr. J. P. Murray presented the report of the Industry and Membership Committee and moved its adoption, seconded by Mr. J. O. Thorn. Carried.

J. F. Ellis moved that the Association express itself as favorable to the Government establishing an assay office in the Province of British Columbia at the earliest possible date, and also a mint at a place which is considered most advantageous in Canada.

Mr. Thorn in seconding the motion drew attention to the importance of keeping the returning miners in Canada, as far as possible, to have them purchase supplies from Canadian merchants.

A discussion followed by Mr. McNaught, but it was finally decided to leave the matter over until the next meeting of the Executive.

Mr. Geo. H. Hees presented the report of the Tariff Committee, touching upon several



points of interest to the manufacturers in various lines.

Its adoption was seconded by Mr. J. F. Ellis. Carried.

#### DUTY ON OIL.

The question of the duty on oil was introduced by Mr. E. R. Clarkson, of Hamilton, to ask the Association to support a resolution petitioning the Government to remove the duty on oil. Owing, however, to the importance of this matter, it was left over for further discussion at the next meeting.

Owing to the importance of the items on the agenda paper, it was found impossible to complete all the business. It was resolved that a special adjourned meeting of the Executive be held on Friday evening, March 15.

A number of representatives from New Ontario were then received, and spoke briefly with reference to the object of their visit, but, owing to the lateness of the afternoon, further discussion was postponed until an open meeting could be arranged advantageously.

### PREFERENTIAL TARIFF WITH AUSTRALIA

#### REPLY TO THE MONETARY TIMES.

Editor, Monetary Times:—

Sir,—In your issue of March 1, 1901, referring to the subject of Mr. George H. Hees, chairman of the Manufacturers' Association, having suggested our Government sending a diplomat to Australia, you say:

"The Dominion Government has no power to make such an arrangement, and the Government of Australia is in the same position," and "Mr. Hees' suggestion, strange to say, was unanimously adopted by the committee of the Association."

Our Association is well aware that the formal consent of the King would first have to be obtained, before proceeding to Australia, as in the case when in 1893 our Government sent Mackenzie Bowell to France to negotiate a preferential tariff. Her Majesty at once consented to the proposition, and the arrangement which is known as "The French Treaty Act," was signed at Paris, February 6, 1893, by Dufferin and Ava, Jules Develle, Charles Tupper and Jules Seigfried. Her Majesty sanctioned the arrangement and our Senate and House of Commons declared and confirmed the Act in 1894.

That arrangement allows a great variety of goods to enter either port at minimum duties, and has been in working order for over seven years to the profit and satisfaction of all concerned. If such an arrangement could be made with a country not too friendly with the English-speaking people, is it not reasonable to expect as much, if not more, from a friendly colony? Since your last issue our Government has announced that Hon. Wm. Mulock will sail for Australia on March 16, and our Association has been assured from those highest in authority that preferential trade will be one of the objects of his visit.

Sincerely yours,

GEO. H. HEES.

Toronto, March 6, 1901.

## SPECIAL MEETING, EXECUTIVE COMMITTEE.

THE adjourned meeting of the Executive Committee was held in the Association rooms, Friday evening, March 15, after the close of the meeting of the Parliamentary Committee.

Mr. P. W. Ellis in the chair. Others present were: Messrs. C. H. Riches, J. P. Murray, P. W. Ellis, John M. Taylor, J. O. Thorn, John Bertram, W. K. McNaught, W. B. Rogers, Thos. Roden, Wellington Boulter, J. R. Shaw, W. J. McMurtry, O. G. Anderson.

A letter from Mr. J. E. Maybee, asking that a meeting be called for the discussion of the question of proportional representation, was referred to the Toronto branch.

The secretary presented the report of the Tariff Committee dealing with two subjects, namely, the duties on oil; second, the duties on other articles in connection with which request had been made to the Government for additional protection.

The committee recommended that Mr. Clarkson's notice of motion re oil tariff be printed in full in *INDUSTRIAL CANADA*, together with other facts bearing on the subject, and that the members should be invited to express themselves fully in connection with this subject. It also advised that a meeting of the representatives of the different industries interested in the tariff revision be called to discuss what measures should be taken in order to impress upon the Government the necessity of adequately protecting these industries.

The report of the Railway and Transportation Committee was presented by Mr. J. M. Taylor, who moved its adoption, seconded by Mr. J. P. Murray. Carried.

Mr. Roden presented the report of the Reception Committee, announcing arrangements for a lecture on factory organization, on Saturday evening, March 23, and moved the adoption of the report, seconded by Mr. J. O. Thorn. Carried.

After discussion, it was resolved that the meeting should take place in the rotunda of the Board of Trade, and that all the members should be invited to have the heads of departments in their factories present in order to look into the question of factory organization as fully as possible.

Mr. Riches presented the report of the Parliamentary Committee as outlined in its separate report in this issue, and moved its adoption, seconded by Mr. Anderson. Carried.

The secretary reported with reference to progress in connection with the Trade Index; also with reference to the visit of two Australian buyers, the establishment of a department for commercial reports;

the collection of catalogues for the Glasgow and Pan-American Exhibitions, and the appointment of an assistant-secretary.

The various features of this report were approved.

Under the head of new business it was moved by Mr. Thorn, seconded by Mr. J. M. Taylor, that the secretary write to the secretary of Trade and Harbor Commissions in Montreal, Halifax, St. John and Quebec, in order to obtain their ideas regarding the requirements of their ports with respect to terminal facilities, railway and steamship communication, etc.

Also under the head of new business the Secretary submitted a letter prepared by Mr. Geo. H. Hees, and addressed to Hon. Wm. Mulock, impressing on him the great value of having a preferential tariff arranged between Canada and Australia.

Mr. Thorn drew attention to the position of Canadian Government agents abroad, and moved, seconded by Mr. J. M. Taylor, that the secretary ascertain from the Government the exact situation of the Canadian Government agents abroad in order that the Association might be in possession of the facts relating to these representatives and their ability to assist in the development of Canadian trade.

On discussion with reference to the monthly dinner, it was resolved that the Reception Committee should arrange for one as soon as practicable, although not necessarily within the month of March.

Mr. Thorn reported the result of the deputation that waited upon the Government with respect to aiding the School of Practical Science, and the president reported the result of a meeting of a similar nature with reference to extension of the University of Toronto.

Mr. Boulter, of Picton, one of the early members of the Association, who was present, addressed the meeting on the canning industry and its need for a growing export trade. He suggested that the cannery should have a representative on the Executive Committee.

On motion of Mr. Murray and Mr. Thorn, Mr. Boulter was added to the executive committee as a representative of the Packers' Association.

In reply to a question of the chairman of the Industry and Membership Committee, Mr. J. R. Shaw, secretary of the Furniture Manufacturers' Association, spoke with reference to the possibility of having the furniture manufacturers join the Canadian Association and form a section of the same. Such a plan he believed to be possible, and highly advisable in the interest of the furniture manufacturers.

The meeting then adjourned.



# STEEL SHIPBUILDING IN CANADA.

Some Points in the Economic Problem by W. E. Redway.

THE question has been asked recently, "Why cannot steel ships be built as cheaply in Canada as in Great Britain? There is no duty on the plates or bars imported for shipbuilding, and the extra freight cannot add much to the cost of a Canadian over a British built ship." A concise but comprehensive answer to this question can be readily given:

In the first place, a steel ship is composed of something more than the mere framework and plating forming her hull. She contains within herself probably a greater diversity of manufactured materials than any other structure. Into the completion and perfection of a first-class passenger boat go the united productions of almost every manufacturing industry, from the coal and iron mine down through the whole engineering world, from the main engines and boilers to the captain's sextant and chronometer, from the trees in the forest down through the woodworking section, from the main deck to the high art furniture and carvings in the saloon.

Her equipment cannot be provided without the assistance of the cloth-maker, the potter, the glass-worker, the cutler, and without the hundred-and-one other members of the world's industrial organization, contributing each his share to the production of the finished article. The cost of almost every article in the ship, coming under either of the above headings, is at least one-third higher in Canada than in Britain.

Next, heavy forgings, such as stern frames, rudder frames, connecting rods, propeller shafts, steel engine castings, etc., are considerable items in the cost of a modern steamship. All have to be imported and pay a heavy Customs duty, because the larger sizes are not made in Canada, and even the smaller sizes which are made here are excessively costly, owing to the extremely limited demand for them.

The same remark applies to steam windlasses, steam winches, electric lighting machines, steam steering gears, and scores of other items too numerous to mention.

In all these matters the British shipbuilder is 25 to 35 per cent. ahead of the Canadian. The latter cannot lay down his raw material (plates, bars and rivets) at so low a price as the former by 10 per cent., exclusive of freight charges, if he desires to save time by purchasing in the United States.

However desirable it may be that Canadian makers of these goods should be protected to the extent of this preference during the earlier stages of manufacture, and until an increased demand will justify its discon-

tinuance, that does not make it any easier in the meanwhile for the shipbuilder who has to compete with those who can obtain the same articles at 25 or 30 per cent. less cost.

It is true that a Customs tariff of 25 per cent. on machinery and 10 per cent. on the hull is levied on new ships purchased abroad and registered in Canada, which, apparently, is so much in favor of the Canadian builder, but this is purely a negative concession, and is really operative only as to ships purchased in the United States, because British ships registered in Britain or Newfoundland are not subject to the tariff, and, consequently, are brought in freely, clear of duty.

Then, as to labor: It was recently shown at the meeting of naval architects in New York, last December, that the difference in cost of wages, paid by daywork, between American and British shipbuilders, averaged 25 per cent. throughout all trades in favor of Britain. Now, the wages paid in Canada for mechanics and laborers differ but little from the wages paid on the other side, certainly not more than from 10 to 12½ per cent., consequently the British shipbuilder is also 12½ to 15 per cent. ahead on his cost of labor.

Even assuming that the Canadian mechanic, although paid higher wages, can, by reason of his superior energy and ability (which is at least questionable), perform the labor of building the hull at as low cost per ton of material used as the British mechanic, it is still manifestly impossible for the Canadian shipbuilder to produce the finished ship at the same cost as the British shipbuilder.

Many steamers have been brought into Canada during the past 10 years from Britain, sufficient in number and importance to have permanently established steel shipbuilding had conditions been favorable for building them here, but the industry has been carried on since the building of the first steel ship, the *Manitoba*, in May, 1889, in a desultory and perfunctory manner, producing only a class of vessels mostly too small or otherwise unsuitable for crossing the Atlantic; in fact, although the business has had a precarious existence of 12 years, only two cargo steamers have been built during that time.

It will be argued that the manufacture of plates and bars in Canada, which is at last within measurable distance, will give the Canadian manufacturer a better chance to compete with the British, and to a limited extent this is true, but it will not go far to offset the wide difference that exists in the general conditions.

Canada as a manufacturing nation is just emerging from the age of swaddling clothes, but, even after arriving at maturity, she will never be in a position to compete economically with Great Britain in the building of ships, until fiscal and other conditions are so equalized that the Canadian and British shipbuilder can meet on equal terms. By a wise policy of fostering the manufacture of steel, she has laid the foundation stone of her future greatness and prosperity (and no nation in these days can become great before making iron, for that is the condition precedent in this industrial age), but it must not be forgotten that a foundation without a superstructure is of little utility.

The future development of the iron and steel industry in Canada will require cargo steamers to handle its raw materials and finished products to an extent that cannot be gauged at this moment, and the possibilities of future requirements for moving the products of the Northwest, which will be equally in proportion to the growth of the country, are simply incalculable. The coming century will probably witness in Canada a gigantic industrial development similar to that which occurred on the other side of the line during the last century, and the Canadian shipbuilder is wondering how he is to be able to participate. The only way to create a flourishing and successful industry is to encourage the establishment of works in which everything necessary for the building and equipment of a ship from keel to truck shall be made right here in Canada, and to provide some means whereby the Canadian shipbuilder can obtain an equivalent for the superior conditions enjoyed by his British rival.

Our astute friends and neighbors to the south realize the magnificent possibilities foreshadowed by the creation of a merchant marine, and are organizing a national attempt to place the shipbuilders of the United States upon an equal footing with those of Great Britain and Germany (other nations do not count in this connection), and they propose to spend \$20,000,000 per annum, for the next nine years, to achieve that object. Who can doubt that such a step will prove a profitable investment, or that its effect will have world-wide reaching consequences? What better precedent can be found for similar action on this side when the conditions are so nearly alike? Until something of the kind is accomplished, steel shipbuilding will continue to languish in Canada, for capitalists are naturally conservative, prone rather to embark in undertakings where a moderate return is certain, than to venture into the



realm of experiment where the alluring brightness of possible results is too often obscured by events unforeseen and unprovided for.

This subject forms an essential portion of the still unsolved transportation problem, the most vital public question of this generation to the people of Canada.

The construction and enlargement of the canals of the Dominion have cost over \$70,000,000, but where are the Canadian cargo steamers which should be utilizing them on the Great Lakes? Unfortunately they can almost all be counted on one's fingers, and those mostly British-built ships.

Until means are adopted for fostering the construction of steel ships in Canada, the transportation problem will remain unsolved, and the first storey of the superstructure of Canada's future greatness (to be raised upon the foundation laid by the manufacture of iron and steel), will remain unbuilt.

### TECHNICAL EDUCATION.

ONE of the subjects engaging public attention is the adequate equipment of the workpeople of Canada with information of a technical and practical character.

Recognizing the importance of this subject, the Committee on Technical Education of the Ottawa Board of Trade communicated with other boards of trade and labor organizations in Canada with a view to obtaining their support in a request to the Dominion Government to undertake technical education as a federal matter.

A resolution was adopted calling upon the Government to provide for the establishment of technical instruction and to appoint a commission to investigate the best way of applying this to Canadian needs.

Following this resolution a deputation was organized at Ottawa, at which representatives of labor organizations of Toronto and Montreal, boards of trade and the Canadian Manufacturers' Association were present.

The matter was discussed with the Premier and Minister of Agriculture with a view to pointing out that technical education, which had so far been a Provincial matter, might very properly be looked upon as the work of the Department of Trade and Commerce.

The Premier in replying expressed himself as being fully aware of the importance of the subject, but stated that he did not think that the Dominion Government might take up the question until he had further information as to the way any such system could be operated without conflicting with the powers of the Provinces.

The matter, therefore, remained in statu quo until the commercial organization represented could present some definite plan upon which the Government might take up the question.

## PARLIAMENTARY MATTERS.

ONE of the most active committees during the past month has been the Parliamentary Committee. Two meetings have been held to consider various Bills before the Dominion and Provincial Houses that effect the interests of Canadian manufacturers.

At the first of these the following additions were made to the membership of the Committee, in order that the work might be efficiently carried out during the following two months: Messrs. W. K. McNaught, J. S. King, J. P. Murray, E. G. Gooderham, J. R. Barber, J. E. Maybee, Geo. E. Evans, S. M. Wickett, J. R. Shaw, Nassau B. Egan, R. Millichamp, A. R. Clarke, H. L. Nicholls, J. N. Shenstone.

**PATENT ACT.**—The amendments already recommended to the Government with respect to the Patent Act were considered, and additional resolutions sent to the Minister of Agriculture urging upon him the necessity of making necessary reforms in the patent laws during the present session.

It was resolved further that the secretary should follow up this matter by a personal interview with the Minister.

**FIRE ESCAPE LAWS.**—A number of Bills are before the Legislature in the Province of Ontario looking to the amendment of the Ontario Factory Act as relating to fire escapes. Two of these provide for the use of some special devices which are believed to be effective. The Committee, however, took a stand opposed to the specification of any particular fire escape, or style of fire escape, as essential, as this created a monopoly in that particular article, and, possibly, as in past experiences, it would require to be superseded within a short time.

The third Bill, introduced by the Minister of Agriculture, places the onus forequipping all buildings properly on the owner of the building, and not on the tenant. This was believed to be fair. It further, while specifying a number of escapes which would be considered satisfactory, leaves it open to the inspector to recommend any other additional appliances which may be considered satisfactory.

After a conference with the Minister of Agriculture it was resolved that no objection should be given to the passage of this Bill.

**BOILER INSPECTION.**—Another Bill before the Legislature of the Province of Ontario provided for boiler inspection by Government officers, to be paid by fees from those whose boilers were inspected. Opposition was raised to many of the features of this Bill, and objection made to its passage.

The Bill, however, introduced by the Honorable the Minister of Agriculture re-

garding boilers to be inspected by any competent engineer, or to be insured in any recognized company, was considered satisfactory.

**ALIEN LABOR.**—A number of Bills are before the Dominion House of Parliament, and one before the Provincial Legislature of Ontario, to make more stringent the laws relating to alien labor. These provide additional machinery for obtaining fines from the manufacturers infringing the law, and will also make advertising abroad for help an offence in the eyes of the law. The manufacturers felt that it was unfair that they should be singled out for treatment in this way. In endeavoring to build up the industries of the country, and to afford employment for labor, they should be allowed to encourage the introduction of skilled labor into the country. Further, many important branches of industry are so situated that, if through any cause one of the skilled workmen leaves, it is impossible to replace him, save by someone from the United States.

Representations are, therefore, being made at Ottawa in regard to the Alien Labor Act, so as not to unduly hamper manufacturers and employers of labour in securing skilled labor that is necessary for the development of their business.

Recommendation was also made that the Parliamentary Committee should discuss the question of the Alien Labour Act with representatives of the Trade and Labor Council, and an invitation has been sent to that body to this effect.

### INFORMATION DEPARTMENT.

Attention is called to the fact that the Association is now in a position to furnish a great deal of valuable information on trade matters, etc., to its members, free of cost. A department in the head office at Toronto has been assigned to that purpose and is now fairly well equipped with libraries, official Government papers, current trade journals, etc. Communications have also been established with official sources of information in several foreign countries with a view to furthering Canadian export trade. Information can be obtained by addressing a letter to Information Department, Canadian Manufacturers' Association, Toronto, on all such subjects as the following: Commercial statistics, foreign agencies, commercial conditions, etc., matters relating to foreign tariffs and bounties, Customs regulations, lists of firms engaged in particular lines of business in particular localities, etc.



# TORONTO INDUSTRIAL EXHIBITION.

The Secretary, Canadian Manufacturers' Association :—

Dear Sir,—It affords me considerable pleasure and a good deal of satisfaction to be able to hand you herewith the official report of the Special Committee of the Toronto City Council, re inquiry into affairs of the Industrial Exhibition Association, particularly as this report is a most complete vindication of the action taken by myself during the past twelve months to bring about reforms and improvements in connection with the exhibition, and I shall be glad if you will kindly publish this letter, together with the report referred to, in the next issue of "Industrial Canada."

Yours truly,

J. O. THORN.

The Special Committee of the Toronto City Council, appointed to inquire into the affairs of the Toronto Industrial Exhibition Association, including the past financial management as well as the future needs, and also to inquire into the necessity for improvements and new buildings, report in part as follows :

About the time of the termination of the second lease, The Exhibition Association owed a sum of \$85,000, as well as an overdraft at the bank of \$14,452.55. A new arrangement was then made with the city, by which the Exhibition Association handed over all their assets to the city, and the city assumed the liability of \$85,000 and the bank overdraft, and the Association retained a reserve fund of \$10,000, for the purpose of carrying on the affairs of the Association, and a new lease at a nominal rental was made by the city to the Association, and by the new lease all responsibility for the erection of new buildings was taken from the Association and placed upon the city council and the city assumed the annual contribution made each year towards the expense of conveying volunteers to the new rifle ranges, and the new arrangement requires the Association to hand over to the city each year its surplus revenue after providing prize money and other necessary expenses, but still retaining \$10,000 as a reserve fund.

During the twenty-two years since the organization of the Association, the city has contributed to it, according to the treasurer's statement, \$450,865.61. This does not include anything for interest on money nor the contribution towards conveying volunteers to the new rifle ranges, nor does it include any share of the maintenance of the exhibition grounds for park purposes.

We find that The Toronto Electoral District Society is entitled to appoint twelve representatives to the Toronto Industrial Exhibition Association, and this Electoral District Society has really only been in existence for the past twenty-one years for the purpose of appointing its representatives on the Industrial Exhibition Association, and for receiving a Government grant which was allowed to all agricultural societies, and the greater part of which was handed over by the Electoral District Society to the Exhibition Association.

We recommend that application be made to the Ontario Government to pass legislation to abolish the representation of the Electoral District Society on the Industrial Exhibition Association.

We further recommend that the mayor and twenty-four aldermen of the city council be made members of the Industrial Exhibition Association, and that the mayor be ex-officio a director of the Association, and that at least five of the board of directors of the Industrial Exhibition Association be appointed by the city council.

One of the complaints made to the committee, was that too much prominence had been given to special attractions, and while your committee do not condemn the placing on the grounds of clean, amusing and instructive entertainments they are of the opinion that features of this kind should be allotted space specially set apart for that purpose, and not contiguous to or in proximity to the buildings used for industrial exhibits.

Very strong complaints were made to the committee by manufacturers, and it has been shown that a large number of manufacturers have withdrawn during the past few years from exhibiting their products at the exhibition. Various reasons have been given for the withdrawal of these exhibitors. Some have in strong terms condemned the management of the exhibition. Others have complained that the buildings in which they were compelled to exhibit were the cause, and others that they were too busy during the past two years to exhibit.

While unable to report the exact cause that led to all the complaints made by the manufacturers, and while, no doubt, many of them complained without having any real cause of complaint, yet we think the management has not done all it might have done to remedy the complaints made, and has not sought, as

fully as it might have done, to meet the wishes or views of the manufacturers who were among the best exhibitors. We think, however, that the inadequate accommodation supplied manufacturers had much to do with their failure to exhibit. The accommodation for them being practically the same as it was at the organization of the exhibition twenty-one years ago, and much of this accommodation has been allotted by the management during some of the exhibitions, as places for the sale of goods rather than for the exhibit of manufactured articles, and we believe that to insure the future success of the show, some additional buildings should be provided specially for the manufacturers.

Dairymen and carriagemakers have made very strong claims for a new building, and we believe that in the near future provision should be made to meet the wishes of these exhibitors.

Estimates were submitted by the Association to your committee, showing new buildings required, and the estimated cost thereof, but the arrangement or location of these buildings was not submitted to the committee. We believe that the estimates for buildings submitted to the committee are larger than the present needs of the exhibition. The committee recommend the city council to submit a by-law to the ratepayers for a sum not greater than \$131,000, which we believe will provide adequate accommodation for the manufacturers, carriage-men, dairymen, and art gallery, and that hereafter a yearly grant should be made out of the ordinary revenue of the city for the building of additional buildings that may be required.

Your committee would also recommend that special efforts should be put forth with a view to secure manufacturers who would exhibit processes of manufacture, as nothing is more interesting, instructive and entertaining to visitors than exhibits which demonstrate the work of our factories and workshops by skilled operators, and we would further recommend that the management endeavor to make the show more than ever an exhibition of the arts and industries of the Dominion of Canada.

Your committee would express their disapproval of the manner of electing the board of the Exhibition Association, and we would recommend that by-laws be provided for sending to each member of the Association a list of the members at least fifteen days before the annual meeting, and that nominations for the board of directors be received at least



one week before the date of the annual meeting, and that a ballot be prepared with the names alphabetically arranged of those who have been nominated for the board of directors.

The thanks of the committee are due to the persons who voluntarily attended before them, and gave evidence, and especially to Mr. Hill, manager of the exhibition, and Mr. Thorn, one of the members of the Manufacturers' Association, for the great interest taken in the inquiry, and their endeavors to lay before your committee all the facts in their possession, regarding the affairs of the Association.

(Owing to the length of the report of the special committee re inquiry into the

affairs of the Industrial Exhibition Association, it has not been possible to publish it in full in "Industrial Canada," but we have pleasure in submitting above the principal sections of this report, eliminating only those which deal with special features not of particular interest to the manufacturers.—Editor.)

#### TORONTO BRANCH.

During the past month the Toronto branch has been active in serving the interests of the manufacturers situated in the municipality of Toronto.

The representatives of the local Association have supported the movement to have the salaries of public school teachers in the city placed on a satisfactory basis.

The question of the collection of ashes

and garbage was also taken up and satisfactory arrangements made with the city council in this connection.

A meeting will be held shortly to discuss the question of proportionate representation.

#### AID TO THE SCHOOL OF SCIENCE.

On March 6 a large deputation waited on the Ontario Government and asked for a financial grant to the School of Practical Science. This deputation was accompanied by one from the Canadian Manufacturers' Association, consisting of Messrs. R. Y. Ellis, J. O. Thorn, J. F. Ellis and others. On behalf of the latter Mr. R. Y. Ellis and J. O. Thorn addressed the Government stating that the Association heartily supported the School of Science in its request for aid, as such aid would advance a cause which the Association had much at heart, viz., technical education.

## SOME ARTICLES IN TRADE JOURNALS

On File at the Office of the Association which may interest you.

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| <p>America and the World's Trade.—Export Implement Age, March.</p> <p>America's Iron and Steel.—Export Implement Age, March.</p> <p>American Steel and Wire Company's New Blast Furnace at Neville Island.—American Manufacturer, February 28.</p> <p>Angola, Condition of Trade in.—Board of Trade Journal, February 28.</p> <p>Annealing Upon Low Carbon Steel, The Effect of.—Iron Age, March 14.</p> <p>Australia Under Federation.—British Empire Review, March.</p> <p>Boat Building in Western Pennsylvania.—American Manufacturer, February 28.</p> <p>Bolivia, Future of Tin in.—Iron Age, February 14.</p> <p>Brick Industry, Future of.—Brick, March 1.</p> <p>British Preference and Mutual Preference.—British Empire Review, February.</p> <p>Chemistry and Heat Treatment of Steel Rails, The.—Iron Age, February 28.</p> <p>Clays, Mining and Preparing.—Brick, March 1.</p> <p>Canada and the South-African Trade.—The Canadian Grocer, March 1.</p> <p>Canada and the United States Tax on Russian Sugar.—The Canadian Grocer, March 1.</p> <p>Coal, Iron and Shipbuilding Prospects in Scotland.—Iron Age, February 14.</p> <p>Coal Trade of the United States, The.—Board of Trade Journal, February 28.</p> <p>Commercial and Industrial Conditions in Spain.—Board of Trade Journal, February 28.</p> <p>Commercial Fertilizers in Germany.—The American Fertilizer, March.</p> <p>Complications in our Trade with Russia, The Threatened.—Iron Age, February 14.</p> <p>Copper and Nickel Industries in Canada, The.—Labour Gazette, February.</p> <p>Corporate vs. Individual Business Organization.—American Manufacturer, February 28.</p> <p>Cuban Tariff, The.—Iron Age, February 28.</p> <p>Development of Iron and Steel in Eastern Canada, The.—American Manufacturer, March 7.</p> | <p>Drain Tile, The Manufacture and Use of.—Brick, March 1.</p> <p>Engine and Generator Builders' Engine, Type Units for Power Purposes.—Iron Age, February 7.</p> <p>English Wages and Hours of Labor.—Iron Age, February 14.</p> <p>Flourishing 'Frisco.—Commerce, February 20.</p> <p>French Shipping in 1900.—Board of Trade Journal, February 28.</p> <p>Heating, Some Notes on central Station.—Iron Age, February 14.</p> <p>High Speed Toothed Gearing.—Iron Age, February 28.</p> <p>Imperial Union.—British Empire Review, March.</p> <p>Interminable War, The.—British Empire Review, March.</p> <p>International Congress Upon Customs Regulations.—The Chamber of Commerce Journal, February 1.</p> <p>Lake Iron Ore Matters.—Iron Age, February 28.</p> <p>Lumber Trade of 1900, The.—Canadian Lumberman, February.</p> <p>Manufacture of American Ordinance, The.—American Manufacturer.</p> <p>Nineteenth Century Engineering.—American Manufacturer, February 21.</p> <p>Pacific Cable, The, by the Attorney-General of Queensland.—British Empire Review, March.</p> <p>Pittsburg, Beginnings of Trade at.—American Manufacturer, February 21.</p> <p>Protective Policy in Russia, The.—American Manufacturer, February 28.</p> <p>Record of Rod Mills, and What Has Been Accomplished.—American Manufacturer, February 21.</p> <p>Record of Russian Trade and Commerce.—British Empire Review, February.</p> <p>Russian Tariff Imbroglia.—Iron Age, February 28.</p> <p>South Africa After the War.—Implement Age, February 15.</p> <p>Standardization of Electric Cables.—Commerce, February 27.</p> <p>Supplies for the South-African War and Canada's Contribution.—Canadian Hardware and Metal, February 23.</p> <p>United States' Trade Growth.—Export Implement Age, March.</p> <p>Trade of Canada in 1899.—Board of Trade Journal, February 21.</p> <p>Trade and Education in Italy.—Commerce, February 27.</p> <p>United States Steel Corporation, The.—Iron Age, February 28.</p> |
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# GROWTH IN MEMBERSHIP.

New Members Accepted During the Past Month.

## ONTARIO.

Ames, A. E., Director of Carter-Crume Co., Limited, Toronto, counter check books.  
 Bain Wagon Co., Limited, The, Woodstock, farm wagons and sleighs.  
 Berlin Felt Boot Co., The, Berlin, felt boots and shoes, felt goods, lumbermen's knitted stockings, etc.  
 Brantford Box Co., The, Brantford, cigar and paper boxes.  
 Brown & Co., Paris, hot-pressed nuts.  
 Bryan Mfg. Co., The, Collingwood, sash, doors, mouldings, boxes, and box shooks, and builders' supplies.  
 Canada Paper Co., Limited, Toronto, paper manufacturers.  
 Canada Crown Cork and Seal Co., Toronto, bottle stoppers.  
 Collingwood Meat Co., Limited, The, Collingwood, bacon and hog products.  
 Crean & Co., Limited, Robert, Toronto, felt and straw hats.  
 Crompton Corset Co., Limited, Toronto, corset manufacturing.  
 Delany & Pettit Co., The, Toronto, curled hair, glue and sand paper.  
 Deseronto Iron Company, Limited, Deseronto, charcoal, pig iron.  
 Doerr & Co., C. H., Berlin, biscuits and confectionery.  
 Ellis Furniture Company, The, Ingersoll.  
 Farmers' Binder Twine Co., Limited, The, Brantford, binder twine and rope.  
 Gale Mfg. Co., Toronto, ladies' whitewear, etc.  
 Graham Nail Works, The, Toronto, nails.  
 Harrison & Sons Company, Limited, John, Owen Sound, lumber, timber, sash and doors, skewers, etc.  
 Hay, Peter, Galt, machine knives.  
 Ingersoll Packing Company, Ingersoll, pork-packers and cheese exporters.  
 Jackson, Cochrane & Co., Berlin, wood-working machinery.  
 Janes & Son, N., Orillia, veneers and veneer specialties.  
 Long Mfg. Co., E., The, Orillia, saw and shingle mill machinery.  
 McLaughlan & Sons Co., Limited, Owen Sound, confectionery and biscuits.  
 Mail Job Printing Co., Limited, The, Toronto, printers and publishers.  
 Moore & Alexander, Toronto, engravers and designers.  
 Palmerston Packing Co., Limited, Palmerston, pork packers.  
 Parry Sound Lumber Company, The, Toronto, lumber, laths, shingles.  
 Phillips & Wrinch, Toronto, smallwares.  
 Ralston & Co., Robert, Hamilton, shoe dressings, blacking, etc.  
 Rogers, Elias, Toronto, miner and manufacturer of coal, iron and steel.  
 Sale, Julian, Leather Goods Company, Toronto, fancy leather goods.

Snider, J. B., Waterloo, office, school, church and lodge furniture.  
 Slingsby Mfg. Co., Limited, The, Brantford, blankets, sheetings, yarns, jerseys, etc.  
 Tolton Bros., Guelph, agricultural implements, rope drives, etc.  
 Toronto Engraving Co., Toronto, engravers.  
 Turnbull Co. of Galt Limited, The C., Galt, knitted underwear.  
 Waterous Engine Works Co., The, Brantford, engines, boilers, sawmill and wood-working machinery, pulp machinery, etc.  
 William Buck Stove Co., Limited, The, Brantford, stoves, ranges and furnaces.

## QUEBEC.

British Linde Refrigeration Co., Montreal, refrigeration and ice-making machinery.  
 Brush, George, Montreal, foundry.  
 Carrier, Laine & Co., Levis, general metal-workers, implements, etc.  
 Clendinning & Son, Wm., Montreal, founders.  
 Colonial Bleaching and Printing Co., Limited, The, Montreal, calico printing and dyeing.  
 Cooper Mfg. Co., James, Montreal, mining machinery, supplies, etc.  
 Cowan, John, Montreal, chemicals.  
 Desbarats & Co., Montreal, engraving, printing, etc.  
 Dominion Paper Co., Montreal, brown and manilla wrappings, building paper, ground wood and soda fibre pulps.  
 Ethier & Co., E. L., Montreal, billiard and pool tables, bowling alleys and pins, etc.  
 Farneau, John, Montreal, electrical supplies.  
 Galibert, Paul, Montreal, chrome glazed kids, calf and sheepskins, for shoe purposes.  
 Gardiner, Robert, Montreal, machinery.  
 Grier, G. A., Montreal, lumber.  
 Guertin Printing Co., The, Montreal, general job printers and bookbinders.  
 Jamieson & Co., R. C., Montreal, varnishes, japans, lacquers, glues and shellacs.  
 Lamontagne & Co., H., Montreal, harness, trunks, bags, moccasins.  
 Ledoux & Co., B., Montreal and Quebec, builders of fine carriages and sleighs.  
 Ogilvie Milling Co., W. W., Montreal, flour.  
 Pringle, R. E. T., Montreal, electric supplies.  
 Reed & Co., George W., Montreal, contractors for roofing, asphalt and cement work.  
 Rutherford & Sons Co., W., Montreal, lumber and boxes, sashes and doors.  
 Singer Manufacturing Company, The, Montreal, sewing machines and parts thereof.  
 Viau and Frere, Montreal, biscuits and confectionery.  
 Victoria Pulp and Paper Co. and Auld Mucilage Co., Montreal, news paper, etc., ground wood pulp, mucilage, lithogrums and lithogram composition.

## MANITOBA.

Boyce Carriage Co., Winnipeg, buggies, wagons, sleighs and cutters.  
 Great West Saddlery Co., Winnipeg, harness and horse collars, saddlery, etc.  
 Hanbury Mfg. Co., Brandon, doors, blinds, sashes and mouldings.  
 La Londe & Milord, Winnipeg, sashes, doors, show cases and office fittings.  
 Muir & Co., Robert, Winnipeg, flour from hard wheat.  
 Royal Soap Co., The, Winnipeg, soap, washing powders.  
 Sprague, D. E., Winnipeg, lumber manufacturer, saw mills and planing mills.  
 Vulcan Iron Works, Winnipeg, elevator machinery, general foundry and machinists.

## NORTHWEST TERRITORIES.

Calgary Brewing and Maltng Co., The, Calgary, ale, beer, porter and lager.  
 Calgary Milling Co., Limited, The, Calgary, millers and grain dealers.  
 Calgary Planing Mills, Calgary, windows, doors, blinds, mouldings, etc.  
 Midnapore Woollen Mills, Calgary.

## BRITISH COLUMBIA.

British-American Corporation, Limited, Rossland, miners and smelters.  
 Lenz & Leiser, Victoria, clothing, shirts and overalls.  
 Nelson Saw and Lumber Mills, Limited, The, Nelson.  
 Pacific Coast Lumber Co., New Westminster, shingles and lumber.  
 Pendray, W. J. Victoria, soaps, etc.  
 Smith & Co., M. R., Victoria, bread, biscuits and confectionery.  
 Spicer Shingle Mill Co., Vancouver.  
 Turner, Beeton & Co., Victoria, miners' clothing, overalls, salmon cannery.  
 Ward & Co., Robert, Victoria, salmon cannery.  
 Weiler Bros., Victoria, furniture.

The above applications were proposed by the following members:

Membership Committee.....	48
James Davidson.....	7
J. O. Thorn.....	6
John McFarlane.....	4
Lang Tanning Co.....	3
The North American Bent Chair Co., Limited.....	2
J. J. McGill.....	2
Robert Munro.....	2
P. W. Ellis.....	1
G. Booth.....	1
Jno. F. Ellis.....	1
C. H. Riches.....	1
Geo. H. Hees.....	1
E. R. Clarkson.....	1
Thos. Roden.....	1
F. Paul.....	1
Montreal Rolling Mills Co.....	1
C. C. Ballantyne.....	1
Montreal Hardware Mfg. Co.....	1
Hon. J. D. Rolland.....	1
James B. Tudhope.....	1
Henry Miles.....	1

Total ..... 88



## REPORT OF TARIFF COMMITTEE.

YOUR Tariff Committee begs leave to report that it has held a number of meetings for the consideration of important matters affecting the tariff in a number of important industries.

The committee considered the request of the manufacturers of spring beds that iron tubing and angle iron for use in the manufacture of spring beds should be admitted free, as it is at present for the manufacture of iron and brass bedsteads.

The request of the manufacturers of babbitt metal and stereotype metal for additional protection was also considered fair, in view of the fact that lead, which forms 60 to 80 per cent. of the finished article, pays a duty of 15 per cent., while the duty on these materials is only 10 per cent.

The question of the duty on lumber was also considered, and the representations of our members in British Columbia are such as to command attention, as they state that the manufacturers in the West produce articles on which there is no protection, while everything that they require to purchase from Eastern manufacturers is protected. The case, however, has not been brought to our attention here by Ontario lumbermen sufficiently, and so the committee has not been able to place itself on record on this subject.

The request has also been made that the Association endorse the petition asking the Dominion Government to remove the duty on oil.

This matter has not been discussed by our committee, and we would ask that you hear Mr. Clarkson, who is present to-day, for a few minutes in this connection, at the close of this report.

Perhaps, however, the most important matters that have engaged the attention of your committee have been that of the woollen manufacturers and of the oatmeal millers, the petitions of both having been endorsed by the committee.

The woollen manufacturers are being subjected under the present tariff, which, on the majority of goods imported is 25 per cent., to a competition that is paralyzing the industry in Canada. Machinery capable of producing over \$2,000,000 worth of goods per annum has ceased to be operated during the past seven years. The importation of foreign goods has largely increased, and this increase is becoming more marked day by day, so that the outlook for the future is most depressing. And further, the competition comes mostly from a class of goods of the lowest quality,

which can be sold cheaper than the better-made Canadian woollens.

The case of the oatmeal millers is that of manufacturers, who find that the duty on their raw material—oats—is practically double that on the finished product—oatmeal. This condition has operated very injuriously to the Canadian industry, particularly in Manitoba and the West, where oats have frequently to be imported.

The millers have merely asked that the duty on the finished product should be the same as on the raw material.

These and other matters brought to the attention of your committee have emphasized to them the absolute necessity of conserving the interests of Canadian industries at the present time. Manufacturing in Canada has been making phenomenal progress. Our industries are growing in size and importance, and the quality of our goods is improving. We are gradually training a class of skilled artisans whose efforts will tell even more effectively in the future.

Progress has been made with export trade, and it is well to note that while the exports of other goods have increased some 300 per cent. since Confederation, the exports of manufactures have increased 700 per cent.

While all these facts go to show the rising importance of manufacturing in Canada and the possibilities open in the near future, they also show that it is a matter of the greatest importance to Canadian welfare that none of these leading industries should suffer any check in their industrial development.

The increasing facilities of the postal and cable service and ocean transportation have rendered international trading almost as convenient as domestic, and have also eliminated a portion of the protection formerly accruing to Canadian industry. Moreover, the aggregation of large industrial concerns in competing highly protected countries, and the growing tendency to use Canada as a convenient market for surplus products, has further increased the difficulties of the situation.

This policy of unloading surplus stock in Canada occurs also when goods are manufactured in foreign countries for the United States market. If any of these are found unsaleable in the face of a high tariff in that country, they are shipped through in bond to Canada and there sacrificed as the only market following United States styles.

Consequently, your Tariff Committee feels that the manufacturing industries

are now among the most valuable assets of Canada, and that their value should continue to rapidly increase; but that the circumstances of trade are such at the present time as to demand that these industries should not be subjected to the oppressive competition of huge industrial concerns built up in highly protected centres and catering to a much larger home market.

Your tariff committee would therefore advise the Executive Committee of the Association to take such steps as may be advisable towards securing the necessary adjustment of the Customs tariff of Canada in such a way as to prevent any permanent injury being suffered by our established Canadian industries.

### NEW CATALOGUES RECEIVED.

We are in receipt of a handbook, handsomely illustrated with colored plates, from the Canadian Rand Drill Co., Sherbrooke, Quebec, which contains a full description of their new shops.

The Stewart Hartshorn Co., manufacturers of the Hartshorn patent shade rollers in Canada and the United States, have kindly sent us their catalogue.

We have received two large and fully illustrated catalogues from the Fletcher Manufacturing Co., Toronto, manufacturers of candymakers', confectioners' and bakers' machinery, cylinders and generators, liquid gas and ice cream machinery.

The 1901 catalogue of the Frost & Wood Company, Smith's Falls, Ont., manufacturers of cultivating, haying and harvesting machinery, is to hand, and presents a very handsome appearance.

In carriages, we are glad to receive catalogues from three large Canadian firms, viz.: E. N. Heney & Co., Montreal; The J. B. Armstrong Manufacturing Co., Limited, Guelph; The Tudhope Carriage Co., Limited, Orillia.

Messrs. L. Piper & Son, 314 Front street west, Toronto, have kindly sent us their new No. 4 catalogue which contains a full description of their Piper's patent railway, street and ship lamps, signal and railway supplies, etc.

The price list No. 12 of Messrs. Creelman Bros., of Georgetown, manufacturers of seamless hosiery and knitting machines, is to hand, and will prove useful in this office.

The new illustrated catalogue of The Noxon Co., Limited, Ingersoll, manufacturers of agricultural machinery, is to hand. It presents a very fine appearance, and contains a full description of the various kinds of machines made by the company, pointing out their many points of excellence.



## RAILWAY AND TRANSPORTATION COMMITTEE.

THE Railway and Transportation Committee had before it at last meeting the serious question of considering the resignation of Mr. J. M. Taylor from the chairmanship. Owing to pressure of business he felt it was impossible for him to continue his former active connection with this work.

It was resolved that the committee should accept the resignation of Mr. Taylor, and at the same time give expression to the esteem in which they held his valuable services to the Association, and especially to this committee, in the work in which he had taken such an active interest.

No successor was appointed, but the following additions were made to the committee: Messrs. A. Campbell, J. F. Wildman, F. Folkes, F. H. Chapman, A. J. H. Eckardt.

The first matter for consideration was the granting of a charter by the Dominion Government to a railway to run from the Crows Nest coal fields south to the United States border to connect with the railway system to the south.

A resolution was laid before the committee asking the endorsement of this proposal. Considerable discussion took place, however, as to the advisability of endorsing this proposal owing to the influence it might have in rendering easy the entrance of United States manufactured goods into mining districts of British Columbia, and also on account of the tendency that might be to build up large smelting enterprises in the United States instead of in Canada.

It was resolved, therefore, that the matter should be laid over for fuller consideration, and that in the meantime a circular letter should be sent to some representatives of leading industries in different sections of the country in order to obtain their views for the guidance of the committee.

The next matter discussed was the notice of motion of Mr. McNaught, to ask the Government to only allow the preference on British goods to operate when these were entered directly through Canadian ports.

An amendment to this was presented by Mr. J. P. Murray in favor of asking the Government to subsidize Canadian-built ships operating from Canadian ports, the subsidies to be made in the way of rebates on Canadian freight carried.

After discussion of both these important matters the following resolution was agreed upon:

"That, whereas: The Government has contributed largely towards the construction of railways and canals, and the building up of Canadian seaports, but so far has not directly aided marine transportation;

"And whereas: The shipbuilding industry is one that would prove valuable to Canadian industrial prosperity;

"Be it resolved: That this Association place itself on record as particularly endorsing a progressive policy looking to the de-

velopment of Canadian shipping from Canadian ports;

And be it further resolved: That the Railway and Transportation Committee of this Association be instructed to give most careful attention as to the lines upon which this policy could be practically organized for the benefit of Canadian industries."

So that the question will come up for still further consideration.

The secretary also announced the success of the conference with the classification committee of the railways to the effect that a satisfactory carload rate on bicycles had been established, meaning a considerable gain to those of our members in this line of business.

## AID TO THE PROVINCIAL UNIVERSITY.

THE ASSOCIATION ENDORSES ADEQUATE AID AND ALSO MAKES A SUGGESTION.

THE following is a copy of the recommendation submitted to the Ontario Government by the Canadian Manufacturers' Association, as containing its views on the question of further financial aid to the University of Toronto:

"The Executive Committee of the Canadian Manufacturers' Association have carefully considered the statement of the position of the Provincial University of Ontario and desire to place themselves on record as strongly in favor of means being provided for an adequate equipment of the Provincial University.

"The manufacturers have, in the past, felt that our State University has not come closely enough in touch with the needs of the manufacturing and business world, and they are strongly of the opinion that the time has arrived when our university should make a distinct advance, not only along the lines on which it is now working, but more particularly in those branches of education which look to the development of the natural resources of our country.

"The manufacturers therefore desire to strongly endorse any movement that will at once lead to the organization of the University of Toronto on a proper basis, and also provide sufficient funds for a thorough equipment in such a way as to enable it to carry on a progressive policy of education in the way already indicated.

"Such a policy, we feel, will have the hearty support of the Ontario members of our Association."

On March 13 a deputation, representing the alumni of the University of Toronto, waited upon the Government and asked for further financial aid to the university. The deputation was accompanied by one from the Canadian Manufacturers' Association, on behalf of whom Mr. P. W. Ellis, the president, presented the above recommendation and also addressed the Ministers present showing the need of development in the university along scientific lines.

## WESTERN MANUFACTURERS.

No more satisfactory feature has marked the increase in membership in the Association than the growth in our Western Provinces. During the past two months over 30 members in British Columbia, the Northwest Territories and Manitoba have joined the Association, so that we have now in the West approximately 50 members.

Heretofore, those in the east have not been wont to look upon the Western Provinces as of importance in manufacturing lines, but this growth in the membership from British Columbia and Manitoba amply refutes that opinion.

It is further to be noticed that the manufacturers in the different sections are drawing more closely together, so that it will be possible to cultivate a strong Canadian sentiment in favor of the conservation and development of Canadian industries.

## PREFERENTIAL TRADE WITH AUSTRALIA.

At last meeting of the Executive Committee a matter of great importance was introduced at the suggestion of Mr. G. H. Hees, chairman of the Tariff Committee. This was the submission of a letter to Hon. Wm. Mulock, who has been sent as representative of the Canadian Government at the Australian Federation ceremonies.

The letter discussed in some detail the features of the difficulty attending the development of Canadian trade with Australia, owing to the heavy inland freight to those ports where suitable shipping facilities to that country could be obtained.

It also pointed out the large number of firms who have been doing business in that country, and the increasing number who are exploiting that market at present, and urged very strongly that every possible attention should be given to this matter as one of the greatest importance to Canadian industry.

## THE INDUSTRY AND MEMBERSHIP COMMITTEE.

The Industry and Membership Committee, as in previous months, has been active, as the list of members accepted will indicate.

In addition to this, the committee considered the advisability of recommending the establishment of an assay office in Vancouver, and is looking more carefully into this for final report at its next meeting.

The important question of transportation has also been considered, and the committee is now endeavoring to ascertain whether it will not be possible to obtain for members of the Manufacturers' Association the same privileges of travelling and at the same rates as are accorded to members of the Commercial Travellers' Association.

Under this committee also comes the renting and care of the rooms of the Association. These have been extended by taking in of another room, thus doubling the facilities at the disposal of the Association.



# FOREIGN TRADE NOTES.

## TRADE INQUIRIES.

**D**URING the past month inquiries have been received by the secretary of the Association from foreign firms wishing to be placed in communication with producers of the following articles:

Agricultural produce.  
Asbestos.  
Fruit.  
House furniture.  
Mica.  
Office files, roll-top desks, etc.  
Plows.  
Pulp boards.  
Twines, manila trawl.  
Wood for fruit crates.

### AGENCIES IN CANADA.

An inquiry has been received through the High Commissioner, London, from a London house, for Canadian firms interested in builders' materials, specialties being wall-tiles, earthenware and opal glass.

An inquiry has been received from the High Commissioner's office for the addresses of Canadian firms to handle twines and cords for an English firm.

A firm in England which manufactures sauces seeks a Canadian representative.

Another firm, manufacturing a special paint composition, desires a Canadian representative to introduce its goods.

### AGENCIES ABROAD.

Joseph Walton, 18 and 20 Myburgh Chambers, Cape Town, South Africa, wishes to represent Canadian manufacturers of hardware, furniture, lumber, rubber, etc.

A firm in Montreal wishes an agency in England to introduce a patent pegging machine.

## INQUIRY FOR MOULDINGS.

An inquiry for wooden mouldings reaches us from an English firm in Birmingham, which claims to handle large quantities in London and the north of England. Can take any lengths between 10 feet and 20 feet. If any of our members wish to avail themselves of this we shall be pleased, on request, to furnish particulars.

## CANADIAN FURNITURE IN THE OLD COUNTRY.

There seem to be good openings for Canadian manufactured furniture in the United Kingdom, though United States goods have entered the field first, and have gained somewhat of a preference on that account. The Association is in receipt of a letter from a large importing firm in Birmingham, England, which desires to be placed in communication with Canadian manufacturers of the following articles: Bedroom furniture and suites, hall stands, chests, bureaux, desks, chairs and frames, book-

cases, combination library desks, chiffoniers, dining tables, loose legs in English styles, fancy tables, pedestals, dressing tables, etc. If any of our members wish the address of this firm we shall be glad to furnish it.

## HYPOPHOSPHITE PREPARATIONS.

An inquiry comes to us from The Philadelphia Commercial Museum, asking for information as to the manufacturers in Canada of hypophosphite preparations; that is, lime, soda and potash. They also wish to know whether these manufacturers are also makers of the phosphorus used in the preparation of these goods. If any of our members care to take this matter up, the Association will be glad to transmit any information they may send it to The Philadelphia Commercial Museum.

## TRADE WITH JAPAN.

The Japanese Consul, at Vancouver, writes us thanking the Association for copies of the "Canadian Trade Index," which he has distributed to the Chambers of Commerce of the important cities of Japan. He also desires copies of INDUSTRIAL CANADA for the same purpose.

## A NEW KIND OF CHEESE.

We have been informed by Mr. Harrison Watson, of the Imperial Institute, of a new form of Dutch cream cheese which is meeting with considerable favor in the Old Country. The cheese weighs about ¼-lb. and is regarded as a specialty. Our correspondent adds that he has forwarded a sample of this cheese to the Department of Agriculture, Ottawa, where any further information with regard to it may be obtained.

## EXPORTERS TO RUSSIA.

Exporters of machinery to Russia should bear in mind that it is necessary for them to take special care in sending their goods to that country in order to obtain the most favored tariff charges.

Recently the tariff on a large number of articles entering Russia from the United States has been increased by 30 per cent., and Canadian machinery being shipped from United States ports to Russia will be charged the same rate of duty unless special precautions are observed in the way of having the Russian Consul in Canada attest certain papers to the effect that the goods are being shipped from Canada.

This is a matter of great importance to those shipping to that country, and we advise them that the Russian Consul for Canada is N. de Struve, Imperial Russian Consul for Canada, Montreal, P.Q.

We have to thank one of the members of our Executive, and a past-president of the Association, Mr. John Bertram, of Dundas, for drawing our attention to this matter.

## SOUTH-AFRICAN NOTES.

### BRICK-MAKING MACHINERY.

**W**E are in receipt of a letter from a gentleman in Durban, Natal, who is in the brick-making business. He wishes to import a brick-making machine, which will turn out, say, from 5,000 to 10,000 tons daily, and would like catalogues from Canadian firms, stating various machines made, quantity of brick turned out, power (horse or steam) required, prices, etc.; also quotations on brick-pressing machines. We shall be glad to place any of our members in communication with this firm, if they so desire.

### COMMISSION AGENTS.

A firm of commission agents in Cape Town, Messrs. Wilks, Purcell & Co., having had INDUSTRIAL CANADA brought to their notice, write us stating that they think it may be of mutual benefit to the Association and themselves to have their name published in the official organ of the Association. They are selling agents for half a dozen large firms in England (chiefly in the hardware business) but are prepared to represent two or three more good firms, Canadian preferred. They sell only to direct importers for cash, and travel to all the principal towns in South Africa three times a year. Among other references they furnish, are Messrs. Isaac Dixon & Co., Hardman, Powell & Co., John Warner & Sons, all of London, Eng. They suggest that any members of the Canadian Manufacturers' Association, wishing to open up an export trade with South Africa, send, through the Association, their catalogues, and lowest prices for cash, quotations to be f.o.b. at nearest port. They would then compare prices with those ruling in South Africa, and report to the firms the result of their inquiries, and if there were any probability of business, terms for their representation might then, perhaps, be arranged.

## AUSTRALIAN PLOWS.

During the past month the Association has been in communication with a leading firm of exporters of plows and agricultural implements to Australia.

This firm are anxious to make arrangements with some Canadian houses for the supply of these for the Australian market.

As many of our manufacturers are not yet acquainted with the style of plows required in that country, the Association is now endeavoring to obtain samples of two furrow and four furrow plows, such as are used in Australia.

It is expected that these will arrive very shortly and they may be seen by any parties interested at the rooms of the Association.

It is in work of this kind that the Association can be of practical value to its members.



# Industrial Canada.

Issued about the middle of every month by  
The Canadian Manufacturers' Association.

INDUSTRIAL CANADA is sent free to all members of the Association. The fee for membership is \$10 per annum, payable in advance.

Subscription to non-members, \$1.00 per annum, payable in advance.

## OFFICERS OF THE ASSOCIATION, 1900.

### PRESIDENT:

P. W. ELLIS, - P. W. Ellis & Co., - Toronto.

### FIRST VICE-PRESIDENT:

C. C. BALLANTYNE, The Sherwin-Williams Co., Montreal.

### ONTARIO VICE-PRESIDENT:

CYRUS A. BIRGE - Canada Screw Co. - Hamilton.

### QUEBEC VICE-PRESIDENT:

E. TOUGAS - P. D. Dods & Co. - Montreal.

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### NEW BRUNSWICK VICE-PRESIDENT:

C. J. OSMAN, - Albert Mfg. Co., - Hillsboro.

### MANITOBA VICE-PRESIDENT:

F. W. THOMPSON, Ogilvie Milling Co., Winnipeg.

### BRITISH COLUMBIA VICE-PRESIDENT:

F. C. WOLFENDEN - Okanagan Flour Mills Co. Armstrong, B.C.

### TREASURER:

GEO. BOOTH, - Booth Copper Co., - Toronto.

### SECRETARY:

T. A. RUSSELL, B.A. - - - - - Toronto.

### CHAIRMAN MONTREAL BRANCH:

FRANK PAUL, Belding, Paul & Co., Montreal.

Address all communications respecting subscription, advertising rates, etc., to

### SECRETARY,

Canadian Manufacturers' Association,  
Board of Trade Building,  
Toronto.

TORONTO, MARCH 20, 1901.

## NOTICES.

The regular monthly meeting of the Executive Committee, Tuesday, April 9, at 2 p.m. in Council Chamber, Toronto Board of Trade Building, Toronto.

Any member of the Association is cordially invited to attend.

Luncheon prior to the meeting at Webb's, from 1 to 2 p.m.

## The Tariff.

The Finance Minister, in his budget address, has announced that there will be no tariff changes in the meantime, feeling that the value of stability in tariff is such as to prevent the Government making any changes of any kind until the time when more general revision might be undertaken.

This announcement has been received with disappointment by a large number of our manufacturers. Representatives of the woollen manufacturing industry, of the oatmeal millers, of the lumber manufacturers, the stoneware manufacturers, agricultural implement manufacturers, neckwear manufacturers, and stone makers, along with others, have come before the

Government to ask for certain changes in their particular lines.

This has been done quietly, creating no public agitation. In some cases, the support and endorsement of the Association was given, but no attempt was made to create a public agitation of such a kind as to bring the tariff in as an issue of party politics.

The manufacturers felt that the tariff should be dealt with by the Government as a purely business proposition, and to this end considered it wiser not to create any public agitation, but for each industry to send its representatives to present to the Government in a business-like way the needs of that industry in respect to tariff legislation.

Undoubtedly, many of the changes asked for meant success or ruin to leading Canadian industries.

The announcement has, however, been made that there will be no changes, on account of the fact that if a change were made for one industry it would be impossible to prevent the consideration of other industries.

This cannot be considered by the manufacturers as a sufficient or satisfactory reason for not dealing with this matter. The laws of the country are not inflexible, but are subject to revision, and in the same way it cannot be expected that any tariff can be perfect, or continue so, when conditions vary so rapidly.

The manufacturers feel that the Government should have the courage to deal with the tariff question as a business proposition, and so be willing to consider any case on its own merits. Their present action may permanently injure our industries at a time when their growth and establishment is becoming a matter of national pride, and when the scope of their enterprise is, in many cases, extending outside of Canada.

The manufacturers consider the tariff as a straight business proposition, and they cannot afford to stand aloof and see any established industry in Canada suffer, especially at a time when both the Provincial and Dominion Governments are willing to aid with bonuses the establishment of new enterprises.

The Tariff and Executive Committees of the Association ask all the members to fully express their views on this important subject, for it is necessary to recognize in it a question not of party politics, but one of practical business which relates most intimately to the progress of Canadian industry.

## Oil Tariff.

On another page of this issue is published a notice of motion by Mr. E. R. Clarkson, of Hamilton, with reference to the oil question, and with it also a letter giving some reasons why he deems it advisable that the Government should be urged to remove the duty on oil entering Canada.

This is a subject of great importance to the business people of Canada, and one

which should be carefully considered. For this purpose the letter of Mr. Clarkson is published in full, in the hope that any of our members who may have opinions on this subject will communicate with the Association in order that the Tariff Committee and the Executive Committee may have the fullest information as to the views of our members before pronouncing on the same.

## Government Printing.

There is, perhaps, no more disappointing experience in connection with our Dominion Government reports than the delay that is caused in every instance by the Government printing bureau. The work of almost every Department at Ottawa is hindered weeks, or months, as the case may be, through inability on the part of the printing bureau to get out reports.

As an instance of this we would merely refer to the monthly reports of Trade and Navigation. With commendable enterprise the Minister of Customs arranged last year for the regular issue of a monthly statement of imports and exports of the country, classified under the different headings. These, we believed, would be issued to business people interested at least 30 days after the close of each month. In order to make this statement workable a statistical staff was engaged at Ottawa and the work of compilation concentrated there.

This has met with considerable success, and the reports are now being prepared fairly quickly by the Department, but only to find that these reports are delayed a month, or six weeks, or two months, in the printing bureau before they are sent out to the country. Consequently, through this delay, manufacturers and importers are unable to find out the information they require with reference to the imports, say, for the month of November, until February, for December, until March, and so on. This is a matter which should receive the instant and careful attention of the Government, for, once arrangements have been made for these valuable reports, it is very necessary that means should be taken to see that their value is not destroyed through lateness in publication.

## The Census.

Before the next issue of INDUSTRIAL CANADA reaches our members, the decennial stock-taking of the country will have been practically completed.

This year special efforts have been made by the Minister of Agriculture and by the Census Commissioner to make the census accurate and complete, especially those sections relating to manufacturers.

The schedules in this branch were carefully considered by the Commissioner and discussed in detail on several occasions with the committees of the Association. The result is that the census schedules as applying to manufacturers this year should be much more complete than ever before,



and we may look for such information as will show exactly the position of our Canadian manufacturing establishments.

In the large industrial centres we believe the intention is to appoint special commissioners for the manufacturers. This is a step which will meet with the approval of our members.

It is only necessary to emphasize once more that everything relating to the census has absolute secrecy; the enumerators and clerks are sworn to disclose none of the information to any person, and the information received will only be used in totals, and not in relation to any one manufacturing establishment. The manufacturers may therefore have the fullest confidence in giving as complete information to the census commissioners as is in their power.

#### Confidential Reports.

Members of the Association have already received a letter to the effect that arrangements have been completed to furnish confidential reports as to the standing and business ability of firms in the United Kingdom, the continents of Europe, Africa and Australia.

This important branch is undertaken by the Association in view of the increasing importance of foreign trade, and will be developed as rapidly as possible. In the meantime members may obtain these reports from the Association at a minimum of expense, and within a very short space of time.

We trust that members will avail themselves of this important department.

#### Insolvency Legislation.

This is a subject which has been creating general interest for a number of years and various commercial organizations have, from time to time, expressed themselves in favor of a Dominion Insolvency Act and made efforts to obtain action along this line.

So far, however, nothing has been done by the Government, and it would appear that only the strongest and most concerted action on the part of all the interested commercial organizations will avail to obtain for Canada uniform insolvency law.

#### Canadian Manufacturers.

Last year the Dominion Government prepared a number of admirable books dealing with certain phases of Canadian industries, such as horticulture, agriculture, dairy, etc., and distributed these at the Paris Exposition. No book was, however, prepared on manufacturing with a view to informing the foreign buyers of the size and importance of our Canadian industries. This is a matter which has been taken up energetically with the Government during the past session, and the Minister of Agriculture now has the matter under consideration and we believe will soon have completed arrangements for the preparation of a suitable handbook on Canadian manufactures, giving information in general terms as to the importance of our industries. A book of this kind will show the rising importance and recognized high position of Canadian manufactures.

## CANADIAN TRADE INDEX.

### ITS SUCCESS ASSURED.

THE preparation of The Canadian Trade Index, recently undertaken by the Association, as announced in our last issue, is proceeding most satisfactorily. Many new members from all over the Dominion have joined the Association and have thus become enrolled in it. In addition to this, a very large number of our members are availing themselves of the opportunities offered them by the Index as an advertising medium. The way in which the advertisements are coming in is strong testimony to the success of last year's Index and to the power of organization in advancing any cause, in this case, that of the development of Canadian export trade. Although the work was fully described in last issue, it may be of value here to review some of its prominent features which should commend themselves to manufacturers.

In the first place, the enterprise *is not a money-making venture*, but simply a common undertaking of the Canadian Manufacturers' Association to promote the common good of all its members. The entire benefit, financial and otherwise, to be derived from the publication of the Index will accrue to the members of the Association.

One of the objects of the Index, as has been said, is to advertise Canadian industries to the world, and by this means bring to our industrial establishments a larger share in international trade. The Association is now in receipt daily of communications from firms in different parts of the world anxious to do business with Canada, and stating that they have had the Association brought to their notice through seeing a copy of last year's Trade Index. Then, again, many of our members have received direct communications from foreign buyers in the same way. The Index this year will be three or four times as large as last year's. It will impart accurate information regarding the important manufacturing industries of Canada, and will, at the same time, furnish classified lists of each line so that the foreign merchant or buyer will be able to see at a glance what industries are prominent in Canada, and also the parties with whom to communicate to establish connections. The names of the articles classified will be translated into French and Spanish, which will be a decided advantage.

The Index will also prove useful for extending internal trade, as it will provide a reliable list of Canadian manufacturers and their manufactures. Provision will be made for an extended sale of the publication to the trade generally in Canada, at the price of \$2 per copy. It will also be sent free to all the leading Boards of Trade and Cham-

bers of Commerce in Canada, and to the leading trade journals.

Arrangements have been made for a most extensive circulation of the Index in foreign countries. It will be distributed absolutely free of charge to the following:

1. To inquirers for Canadian trade and articles of Canadian manufacture at the Glasgow Exhibition.

2. To similar inquirers at the Pan-American Exhibition.

3. To the leading Boards of Trade and Chambers of Commerce in the British Empire, where it will be kept on file for reference.

4. To the leading foreign trade papers.

5. To the British Consuls, the world over, some 700 in number.

6. To the various Canadian Government agents abroad.

7. To all parties inquiring directly to the Association for articles of Canadian manufacture.

8. Special provision is being made to secure a good distribution in Great Britain, Australia, the West Indies, South Africa and South America, where many of our manufacturers are already finding a profitable market for their goods.

The book will contain (1) a general introduction to Canadian manufactures, together with statistics of their development; (2) an alphabetical list of the members of the Association, each member being allowed 36 words to set forth his firm name, address, etc.; (3) an alphabetical list of the articles produced in Canada by members of the Association; (4) a directory of the cable addresses of the members, with the codes used; (5) indexes in French and Spanish of the various articles manufactured; (6) advertisements of manufacturers and others using the publication. The value of advertising space will be especially great, in that its preparation by the Association will stamp it as the most reliable work relating to Canadian manufactures. Prices charged to non-members are \$100 per page, \$60 per half-page, and \$36 per quarter-page. Members are allowed space at one-half the above rates.

In conclusion, it might be noted that this directory is prepared by the *Canadian Manufacturers' Association*, not by a private concern, that a distribution of 15,000 is guaranteed, that it is furnished with inquiry blanks, and, on the whole, that it is likely to prove of exceptional value at the present stage of trade development. For further information, apply to the Secretary Canadian Manufacturers' Association, Toronto.



## THE OIL QUESTION.

WE publish below the resolution submitted to the Canadian Manufacturers' Association by Mr. E. R. Clarkson, for consideration at the next meeting of the Executive Committee.

To The Honorable Minister of Finance,  
Ottawa, Ont.:

The Canadian Manufacturers' Association, having made a thorough investigation re. the Canadian oil industry, desires to place itself on record as utterly disapproving of the method on which it is carried on.

Therefore, Resolved—

Whereas: (1) This Association having reason to believe that The Standard Oil Company of New York, and persons in corporations affiliated with it, have secured control of the Canadian oil industry, and have formed a trust.

Whereas: (2) The price of petroleum and its products has been unduly enhanced at the expense of the Canadian consumer.

Whereas: (3) In the opinion of this Association, it is very undesirable and detrimental to the interests of Canada that a corporation which has such an unenviable record in the United States should be allowed to control an industry of so great importance as that of petroleum and its products.

Whereas: (4) In the interests of the people of this country, and the public in general, a remedy is urgently called for.

Whereas: (5) Your Government, having enacted certain laws to protect the people of Canada against unscrupulous trusts, we would therefore most urgently request that you put the following laws into operation:

### CRIMINAL CODE OF 1892.

Art. 516.—A conspiracy in restraint of trade is an agreement between two or more persons to do or procure to be done any unlawful act in restraint of trade.

Everyone is guilty of an indictable offence and liable to a penalty not exceeding four thousand dollars and not less than two hundred dollars, or to two years' imprisonment, and if a corporation, is liable to a penalty not exceeding ten thousand dollars and not less than one thousand dollars, who conspires, combines, agrees or arranges with any other person, or with any railway, steamship, steamboat, or transportation company, unlawfully.

Chapter 10, Statutes of Canada, 1897.  
Act to Amend the Duties of Customs,  
Article 18:

Whenever the Governor-in-Council has reason to believe that with regard to any article of commerce there exists any trust, combination or association of agreement of

any kind, among the manufacturers of such articles, or dealers therein, to unduly enhance the value of such article, or in any other way to unduly promote the advantage of the manufacturers or dealers at the expense of the consumers, the Governor-in-Council may commission or empower any judge of the Supreme Court in any Province of Canada to inquire in a summary way into and report to the Governor-in-Council whether such trust, combination, association or agreement exist.

Section 2. The judge may compel the attendance of witnesses and examine them under oath, and require the production of books and papers, and shall have such necessary powers as are conferred upon him by the Governor-in-Council for the purpose of such inquiry.

Section 3. If the judge reports that such trust, combination, association or agreement exist, and it appears to the Governor-in-Council that such disadvantage to the consumers is facilitated by the duties of the Customs imposed on a like article when imported, then the Governor-in-Council shall place such articles on the free list, or so reduce the duty on it as to give to the public the benefit of reasonable competition in such article.

Whereas: (6) It is the firm conviction of this Association that unless some measure of relief is afforded, that the consumers of petroleum and its products will greatly suffer. We, therefore, pray that your Government will take into their consideration the foregoing representations with the view of abolishing the present duty of 5c. per gallon.

### MR. CLARKSON'S EXPLANATION.

To the Editor of INDUSTRIAL CANADA:

Dear Sir,—In order that the resolution published in another column of this issue may be properly understood, I avail myself of this opportunity of making an explanation in connection therewith.

The importance of the petroleum industry in Canada can be estimated by the following facts:

According to the statistics in 1891 there were 950,000 families in the Dominion of Canada, of which 772,000 were residents of the rural parts of the country. Consequently, there would be four-fifths of the population of Canada entirely dependent upon illuminating oil for their light. Therefore, the laboring classes and farmers, principally, are paying the amount of taxation imposed upon this article. The quantity of oil (refined) consumed each year amounts to over 20,000,000 of gallons, about half of which is imported from the United States,

and the revenue from the imported article would be about \$468,000 per annum.

The oil produced in Canada in 1898 and 1899 was 10,980,847 gallons, and the amount imported in 1899 was 9,663,439 gallons, which makes a total amount consumed in 1899 of 20,270,286 gallons. In many instances farmers living along the frontier are paying as much as 25c. per gallon for the best quality of American oil, while their neighbors across the line are buying the same quality oil at 10c., reduced to Imperial measure.

In consequence of the ownership and control of the Canadian oil industry by the Standard Oil Trust of New York, since the summer of 1898 and the duty of 5c. per gallon now imposed by the Government, the price of oil has been advanced from 6 to 9c. per gallon. Therefore, the industry which was formerly of such importance to Canada is no longer a Canadian industry, and every dollar so extorted from the Canadian consumer goes into the pockets of such men as Rockefeller and other multi-millionaires.

The following agreement will illustrate more fully the corrupt practices adopted by this trust in order to destroy legitimate competition, and place them masters of the situation.

### AGREEMENT BETWEEN RAILWAY COMPANIES AND STANDARD OIL TRUST.

In 1872 we find the following railway companies entering into an agreement with this trust, then known as the South Improvement Company; viz, Erie, New York Central, Lake Shore, Michigan Southern, Pennsylvania, Atlantic, the Great Western and their connections.

#### ARTICLES OF AGREEMENT.

1. To double freight rates on oil.
2. Not to charge them in excess.
3. To give them all the increase collected from their competitors.
4. To make any other changes necessary to the success of their business.
5. To destroy their competitors' business by high freight rates.
6. To spy out the details of their competitors' business, and put the freight rates up or down as directed.

The railways were to report each day all the details in connection with the independent shipments, etc. The agreement was for 10 years, signed, sealed, and delivered by these corporations. As a proof of the above, see New York Assembly, "Hepburn," page 42, 1879. The rates were advanced from Cleveland to New York from \$1.25 to \$2.84 per barrel. It was afterwards shown in the New York Assembly that \$7,500,000 excess freight charges were collected from the independent shippers by these roads and handed back to the Standard Oil Trust.

Their agreement with the Canadian railways, which was recently ventilated at Ottawa before the Railway Committee of



the Privy Council, was very similar to the above.

The present Government, in order to allay the high feeling there was against the very high duty imposed on the imported article, allowed the use of tank vessels and abolished the inspection fee of 10c. per barrel, and also allowed tank wagons to be used for delivery instead of barrels, which at that time they claimed would reduce the cost of oil to the consumer from 2 to 4c. per gallon, and which it should have done.

The following prices will illustrate more fully how this trust has abused its privileges:

In 1894, when the Canadian refineries were owned and controlled by Canadians, the best Canadian oil was sold in Hamilton at 9½c., benzine from 9 to 10c., per gallon, in barrels. In 1900, the same Canadian oil

was sold in Hamilton at from 16 to 17c., and benzine from 16½ to 18c.

According to a paper read by Mr. John D. Noble, who claims to have been in the oil-producing business for the last 30 years, at the International Petroleum Congress at Paris, France, in the interest of Canada, goes on to state that the cost of producing crude oil in Canada is 50c. per barrel, and that they were at that time getting \$1.72 for it, showing a profit of \$1.22 per barrel. This would illustrate more fully that if the present duty were abolished that it would not destroy the Canadian oil industry, as claimed by those interested. Are the consumers of Canada to be charged such extortionate prices for what may be called a common necessary of life, in order to protect the few producers who have a small interest in Canada at the present time?

It is admitted to-day that the Standard

Oil Co., and persons affiliating with them, control 60 per cent. of the crude production.

They have formed a supposed English syndicate, and have now got options on the entire crude production of Canada. Who are the English syndicate? Is it a reasonable proposition that any business man would go into an enterprise of this kind, and at the same time be wholly dependent upon this trust to take their product and pay whatever price they saw fit. This, of course, is done to prevent anyone going into the refining business in Canada other than the Standard Oil Co.

In the last year and fifteen days, this same trust has paid cash dividends of 68 per cent., a part of which has come out of the Canadian consumer. How long will the long-suffering Canadian people submit to such treatment as this?

Respectfully yours,

E. R. CLARKSON.

## THE WOOD PULP INDUSTRY.

THE Canadian wood pulp industry is intimately bound up with the industrial supremacy of the Dominion, partly because it is a basal industry upon which directly rest many important manufactures, and which indirectly affects more or less all classes of society, and partly because Canada is, without doubt, in a position to carry it on more economically than any other country in the world. With an extensive and increasing demand for the product and a practically unlimited supply, the industry is bound to increase in importance with great rapidity.

The demand for pulp wood and its various manufactured products has increased, and will increase with the advance of civilization. The greatest development has taken place in the century just ended, during which the rapid development of railways and telegraphs, the spread of education, the exciting events occurring in different parts of the world, created an enormous demand for news, and led to the growth of the modern newspaper, while the growth of the literary taste led to the development of book-making. Paper-makers, driven by the increased demand for paper, were forced to abandon the old method of production of paper from rags, cotton, waste, straw, esparto and other articles, and out of their necessity arose the invention of wood pulp for paper-making purposes, the mechanical or ground wood pulp being first invented, and subsequently the chemical or sulphate pulp.

This invention was followed by a rapid development of the manufacture of paper. Besides paper, which is its chief manufactured product, wood pulp has been utilized for making many other articles, among which are pails, dishes and other hollow ware, paper parchment, cotton wool for

hospital dressings, cotton yarn and cloth, silk yarn and fabrics, cigars boxes, medals, cornices, panels and other architectural details, picture frames, car wheels, steam pipes, water pipes, telegraph poles, roofing material, coffins, boats, carpets, mattresses, lead pencils, artificial straw, shoe heels, furniture, horseshoes, spools and bobbins, tool handles, buttons, hats, pinions for machinery, pulleys, letters for signs, pianos, paving bricks, fibre chamois, etc.

In round numbers the world's export trade in wood pulp, paper, and manufactures of paper, during the year ending December 31, 1899, had a value of \$91,000,000. This sum, however, by no means represents the full extent of the world's markets for such goods, the important qualification being that the greatest producers of paper, Great Britain and Germany, are also the greatest consumers of paper. In other words, Great Britain consumes 1,000,000 tons of paper annually, while she imports only 100,000 tons. Germany's production in 1899 of paper and of articles made of paper and of wood pulp had a value of about \$137,000,000, while her imports during the same period were only \$3,635,000.

The following figures represent the world's export of pulp, paper and manufactures of paper for the years 1897, 1898, and 1899: (a)

### PAPER AND MANUFACTURES OF PAPER.

1897 .....	\$64,417,354
1898 .....	65,979,771
1899 .....	70,978,076

(a) See Philadelphia Commercial Museum for April, 1900.

### WOOD PULP.

1897 .....	\$17,452,234
1898 .....	18,907,870
1899 .....	19,809,839

As we have indicated, these figures very inadequately represent the amount of trade open to attack by Canadian manufacturers. Take for example the United Kingdom. During the year 1899, 1,047,000 tons of paper were consumed in that country, while the export list amounted only to about 43,000 tons and the import list to about 147,000 tons. Taking a superficial view of the market possibilities of Great Britain for outside manufacturers, the impression would be that it would be measured by 147,000 tons. As a matter of fact, there are 1,000,000 tons of trade open to attack. This is due to the circumstance that Great Britain does not possess the raw material necessary for her great paper-making industry. With paper as with cotton, she is obliged to import the raw material and her whole great trade has grown out of her superior ability to manipulate this imported raw or partially manufactured material by means of more highly skilled labor and greater artistic endowment. Consequently, when other countries possessing the raw material at home shall have succeeded in rendering their industrial facilities for converting it into paper equal to those of Great Britain, they will then be able to compete successfully with Great Britain herself for control of British markets.

Apart, however, from paper manufactures, Great Britain offers a free and profitable market for the raw material in the form of wood pulp, importing, as she does, about



six times as much pulp as any other country in the world.

What has now been said will suffice to give some general idea of the scope of the world's market for wood pulp, paper, and manufactures of paper, the striking and essential feature being the acknowledged fact that, with the development of civilization, paper has found a permanent market, broader than even the most enthusiastic believer in its value could have believed a few generations ago.

When we come to consider the supply to meet this increasing demand for wood pulp and its manufactured paper products, we find on investigation that the chief wood pulp producing countries are Canada, Norway, Sweden, Austria-Hungary, Germany, Belgium and France; the chief paper manufacturing countries are the United States, Great Britain, Austria-Hungary, Germany, Belgium and France.

Canada as yet does not figure prominently in the export trade of paper, her production of that article being so far insufficient to satisfy home consumption. This condition, however, is not likely to remain permanent; even now Canadian manufacturers are awaking to a consciousness of the favorable opportunities open to them, and are beginning to avail themselves of them. It is only another example of the modern tendency to manufacture nearest to the source of the raw material. As Canada increases her production of wood pulp, the prosperity of her paper manufacturers will inevitably follow.

In the manufacture of wood pulp a bright future awaits the Dominion. Many circumstances point to her supremacy in the control of wood pulp markets of the world.

A brief general review of these may prove interesting.

First, as to quality of the wood required. The chief woods suitable for the manufacture of wood pulp are white and black spruce, Canada balsam, poplar, aspen and pine. The land of the spruce tree, as of the pine, is Canada. The quality of its wood has been proved by many severe tests. The United States have large spruce forests and a large demand for wood pulp, but United States paper manufacturers have found it profitable to come to Canada for the wood, and, in 1899, imported from Canada nearly \$1,500,000 worth of wood pulp and pulp wood. In competition with the Scandinavian stores of wood, Canada in 1899 sent to Great Britain \$700,000 worth of pulp wood and wood pulp. The quality of Canadian wood pulp has been demonstrated to be the best for pulp-making purposes in the world, due, for the most part, to the nature of the wood itself; the fibre seems to mill better and is certainly of a tougher and finer texture.

Besides its superior quality the supply of pulp wood in Canada is practically unlimited, a fact which augurs well for Canada's supremacy. We are safe in saying that there are 450,000,000 (b) acres of spruce area in Canada. In the manufacture of newspaper wood pulp, according to present methods, a cord of spruce wood is estimated to contain 650 feet of board measure, and this quantity of raw material will make half a ton of sulphate pulp or one ton of ground wood pulp. Now, as figured by experts, the best of spruce land possesses a stand of about 7,000 feet to the

(b) See "The Wood Pulp of Canada," by Geo. Johnson, F.S.S., Dept. of Agriculture, Ottawa.

acre. This is equal to six tons of sulphate and 11½ tons of ground wood pulp per acre. Taking ground wood pulp as the basis and 10 tons per acre as the product, there are 4,500,000,000 tons of wood pulp in sight in Canada.

Great Britain and the United States consume yearly about 900,000 tons of pulp, to supply which 90,000 acres of woodland would be denuded annually. At this rate it would take 50 years to destroy the present existing spruce crop. But spruce reproduces itself to the sizes best suited for pulp in 30 years. As the first 90,000 acres cut over would have 50 years to reproduce itself, it is evident that the spruce forests of Canada can stand all demands upon them without fear of total deprivation in the lapse of time.

Other important factors to be considered in estimating the importance of the Canadian wood pulp industry are the existence of vast water powers, widely distributed throughout the Dominion, and the facilities for transporting the manufactured article to Europe on the one hand and to Asia on the other. In these, as in the quantity and quality of the best wood pulp material, Canada stands preeminent.

All that is needed now is capital to develop the existing natural resources. As these have gradually received their due recognition, and confidence in them has increased, the influx of capital to the wood pulp industry has gone on at an accelerated rate. In 1891 the amount invested had increased from \$92,000 in 1881 to \$2,900,901, while the output increased during the same period from \$63,000 to \$1,057,810. Since 1891 the development has been still more rapid, and during the past year or two it has been difficult to keep track of the new enterprises begun and of the old establishments enlarged. The supremacy of Canada in the wood pulp industry is now in sight.

## FROM THE STANDPOINT OF THE MANUFACTURER.

### Some Features of the Month Outlined.

#### TRANSPORTATION.

THE last four weeks have been remarkable in Canada for the attention paid to matters of transportation. Discussion has arisen chiefly on the question of Government ownership and control of railways, called forth by Mr. W. F. Maclean's proposal to the Dominion Government to buy up the controlling interest in the C.P.R. and G.T.R., by the Manitoban Government's railway deal, and in Ontario by Premier Ross' suggestion to build a Government railway into the Temiscaming district. In addition to Governmental schemes, considerable activity has been displayed by private corporations anxious to build and operate new railroads, of which, perhaps, the most notable case is the proposal of the Crow's Nest Coal Co. to build a line from Fernie, B.C., into the United States. Then, again,

deputations, too numerous to mention in detail, have waited upon the several Governments, Provincial and Federal, and advocated the granting of subsidies to aid in building new railways through districts in which they were interested. In short, we seem to be on the threshold of a railway age, destined to see our transportation facilities greatly increased, vast areas of unsettled land opened up for settlement, and rich stores of forest and mineral resources brought to light to stimulate and strengthen our growing industries.

In the Dominion Parliament, Mr. W. F. Maclean seized the opportunity recently afforded by the formation of the Morgan-Rockefeller syndicate to bring to the front his favorite policy of Government ownership and control of railways. Canada's railway systems, he said, were threatened

by the danger of falling into the hands of the new United States octopus, and of being exploited in its interests. To prevent this the Government should obtain control of the two great railways in the country. Though some alarm was indeed created by Mr. Maclean's statement, still the serious tone which the discussion assumed was not so much due to that as to the feeling already entertained towards the existing railway corporations themselves. This has long been one of dissatisfaction and irritation, due to their system of frequent unjust discriminations and excessive charges on freight. While public opinion is not prepared to support Mr. Maclean to the extent of acquiring absolute ownership of the C.P.R. and G.T.R., at the same time it seems to be pretty well agreed that some control should be established which would



secure reasonable treatment and equal rights to all on what are really the great national highways of the Dominion. In other words, the time seems to be ripe now for the establishment of a railway commission, and Mr. Blair's measure, which is promised for next session, will therefore be awaited with considerable interest.

In Manitoba, Government ownership has become more a matter of practical politics than in the Dominion. The Manitoba Government has entered into an agreement with the Northern Pacific and the Canada Northern Railway Companies whereby it has arranged to lease the Northern Pacific Railway system in Manitoba, with rolling stock, for 999 years, at a rental of \$210,000 yearly during the first decade, \$225,000 yearly during the second decade, \$275,000 yearly during the third decade, and \$300,000 annually for the remainder of the term. The Government has the option of purchasing the system for \$7,000,000 at any time before the expiration of the lease, and the Government may transfer the lease to the Canadian Northern Railway, the latter paying the rentals. This agreement, with details, was embodied in a bill which was passed through the Legislature and signed by the Lieutenant-Governor. The rapidity with which it was enacted is a measure of the unpopularity of the C.P.R. in the West, and shows that the people are determined to free themselves from its monopoly even at the risk of incurring great cost. The bill did, however, meet with considerable opposition from western business men, and the Winnipeg Board of Trade placed itself on record as opposed to it, chiefly on the grounds that the Province was incurring too great a liability, and insufficient time had been allowed to secure due consideration and proper legal advice. One thing seems certain, that the railway companies stand to lose nothing, while the Province runs the risk of a continuation of the present progress and prosperity in the Northwest.

In Ontario, Premier Ross' announcement that the Ontario Government may decide to build a Government railway into the Temiscaming district has met with general approval. As the Premier says, the country which the road would traverse is rich, containing, as it does, 3,000,000 acres of good land, 3,000,000,000 feet of pine, and an unlimited quantity of spruce, besides rich mineral resources. This country should be opened up, settlers should be sent into it, and towns and industries established. This development would be greatly furthered by a railway from Toronto to Lake Temiscaming, which, of course, would benefit Toronto. The general consensus of opinion in Ontario seems to be that the Government should undertake to build the line, and even, perhaps, as an experiment, operate it.

In British Columbia, the Crow's Nest Coal Co. has applied to the Dominion Government for a charter to build a railway from its coal fields to the international

boundary with a view to obtaining railway communication with the United States railway systems. In support of its claim, it is argued that there is an exhaustless supply of coal in the Crow's Nest district, that coal and coke are finished products of manufacture, that there will be a surplus over home consumption of this product for which a market must be found in the Western States, that the benefit of this trade will accrue to Canada in the form of increased consumption of goods supplied by the rancher, the merchant, the miller, and the manufacturer; that in the event of the charter being granted the company is prepared to greatly extend its operations and to proceed with the development of the coal areas of the district, involving an immediate capital expenditure of over \$800,000, and in the near future an annual wage bill of between two and three millions of dollars, and that such expenditure will benefit not only the people of British Columbia, but the merchants, manufacturers and dealers in all parts of the Dominion. In opposition, a rumor was circulated that the supply of coal in the Crow's Nest district was not exhaustless; in fact, that there was serious danger of its depletion. Mr. Elias Rogers, however, demonstrated that at the lowest estimate the supply would amount to 20,000,000,000 tons, which, supposing the rate of consumption to be the maximum one of 4,000,000 tons a year, would last just 5,000 years. Long before that time the critics would be in no need of coal.

Among the railway deputations of the past month we might notice one, representing the Quebec and Ottawa Boards of Trade, which waited upon the Dominion Government and asked for a subsidy of \$6,400 a mile in aid of the construction of a railway from Roberval, on the Quebec and Lake St. John Railway, to James Bay, a distance of 380 miles. The deputation pointed out that the proposed railway formed part of a projected continental line from Quebec to Fort Simpson, with branches to Toronto and Winnipeg. Such a line, it was said, would make the distance from tidewater to tidewater shorter by 375 miles than it is by the C.P.R. It would also make the journey between the Atlantic and Yokohama 720 miles less than it is by the C.P.R. The same deputation also urged the Government to grant aid towards maintaining winter navigation on the upper lakes and on the St. Lawrence.

In Ontario, various proposals for new railways have been made, two of which may be mentioned. One is to build a line north from Sudbury which would tap the agricultural and timber resources of the country between Sudbury and James Bay. The other is the Manitoulin and North Shore Railway proposal, to build an air-line from Little Current, on the Manitoulin Island, northward to Onaping, and a branch from the township of Trill to the town of Sudbury. This line, it is claimed, would give to the most of the known nickel

ranges in the Sudbury district a short mineral railway to Little Current, a Georgian Bay port commanding a depth of 24 feet of water for vessels from lower lake ports. It would also furnish to Toronto and old Ontario the shortest possible route to all western points on the main line of the C.P.R., and to points on the proposed James Bay Railway, via the steamboat lines, or over a southern portion projected southward across Manitoulin Island to Wiarton, Owen Sound and Meaford.

In the Province of Quebec, the Great Northern Railway, the new outlet to Quebec for the products of the West by the way of the Canadian Atlantic through Hawkesbury, has acquired an entrance to Montreal by securing control of the Montreal Terminal Railway.

Another subject relating to transportation which has received a good deal of attention lately is winter navigation of the St. Lawrence. The necessity for considering the feasibility of such navigation has arisen since the intention has been expressed by the G.T.R. of moving its terminal point from Montreal to Portland. In the discussion which took place in the House it seemed to be agreed that winter navigation was possible as far up as Quebec at least. This would make Quebec the winter port, and would hold the shipping trade of Canada for Canadian ports.

As for Montreal, it would remain the summer port, and to aid it as such the Minister of Public Works is now taking active steps to carry into effect his plan to build a ship channel 450 feet wide and 30 feet deep between Montreal and Quebec.

What is needed next is the establishment of a shipbuilding industry in Canada. This is rendered more feasible by the growth of the steel industries in Nova Scotia and Cape Breton. It is interesting, also, in this connection, to note the recent declaration of Sir Louis Davies in the House, of his intention to encourage the industry by calling for tenders for the construction of two new Government ships in Canada.

#### THE UNITED STATES STEEL CORPORATION.

The whole civilized world has been disturbed this month by the final launching in the United States of the greatest industrial amalgamation yet on record, the Morgan-Carnegie steel combine.

The dimensions of this new trust are on a gigantic scale. It consists of 12 companies: The Carnegie, The Federal Steel, The American Steel and Wire, The National Steel, The American Tinplate, The American Bridge, The American Sheet Steel, The American Steel Hoop, The Republican Iron and Steel, The National Tube, The American Car and Foundry, and The Pressed Steel Car. Its total capital \$1,100,000,000. The combination, it is said, possesses more than one-half of all the iron ore on Lake Superior. Its fleet of steamers and its rail



connection will enable it to transport no less than 12,000,000 tons per annum.

This is equal to the production of 6,000,000 tons of pig iron per annum, apart from ore got from other quarters. It is computed also that from its smelted pig it will be able to produce three-fourths of the whole of the steel turned out in the United States.

The salary of the manager of this huge business amounts to about \$800,000 a year. The New York Herald has been totalling up Mr. Pierpont Morgan's commissions, recently received as a promoter of trusts, and it is calculated that for the last three months he has netted \$978,000 a week.

As to the probable success or failure of this colossal concern, there is a difference of opinion. Some think that it will be borne down by its own weight; others that its success depends upon the personnel of its management. Some consider that it will have the effect, in a democratic community, of stirring up competition against it; others that it will be able to drive any attempt to encroach upon its monopoly to the wall. The quiet confidence of its promoters would seem to bear out the latter view.

As to its effect on the industrial world, the general feeling seems to be one of apprehension. In the United States it is feared that an oppressive monopoly will be created which will enrich a few magnates at the expense of the rest of society. In foreign countries, the dread is that the profits obtained by its monopoly at home will enable it to flood their markets with its surplus products at a price which will exclude their own manufacturers from competition altogether. It is suggested that one way to effectively cook this new Yankee goose at the outset would be for all the European nations to unite and impose a prohibitive tariff on the entry of its products into European markets.

In Canada, considerable alarm was aroused by the rumors (1) that the combine would secure control of our railway systems, and (2) that it would secure control of The Dominion Steel Company. Both these rumors were emphatically denied and an easier tone now prevails. With regard to the railways, it is thought that the Government should take means to safeguard the country against injury supposing the combine should obtain control over them. As to our steel industries, now that Mr. Moxham has proved that The Sydney Co. can produce steel \$6 a ton cheaper than the Pittsburg companies, the general opinion seems to be that we have the upper hand even of the Yankee steel combine, and it is it who has to fear.

In Great Britain and Europe, the feeling apparently is one of uncertainty and vague apprehension. Commerce, an English trade journal, fails to see any silver lining to the cloud which is approaching. What it dreads is an invasion of the same manufactures which Great Britain has mainly devoted her energy in the past to produce. It is thought, however, by others, that one probable effect

of the combine will be to awaken the British manufacturer from his half-lethargic state and stir him up to increased energy and to the adoption of improved business methods. When once aroused, the British manufacturer may be expected to put up a game fight to protect himself against Yankee dominance.

### TARIFF MATTERS.

Recent tariff events would seem to indicate a world tendency towards an increase of the protection system. Whether this tendency is destined to be permanent, however, is a question. Many leading authorities on trade matters contend that it merely marks a transitory stage from the system of tariffs for protection to that of tariffs for revenue only. In support of their contention, it is argued that the breaking down of the tariff system is rendered necessary by the new economic conditions of the time, viz., production on a large scale, and the growth of a world market with increased competition. It is pointed out, however, that the above statements apply only to the strong producing nations like Great Britain and the United States, and not to weak producing nations like Russia, for example, whose industries are as yet young and undeveloped.

In this connection the recent Russian-United States sugar episode affords interesting matter for thought. The United States, in order to shut out about \$300,000 worth of sugar imports from Russia and thus protect their own industries, imposed a countervailing duty on Russian sugar entering United States ports. They did not reckon on Russia's retaliation, which, however, came with crushing force in the form of a 30 per cent. duty on almost all United States goods entering Russian ports, chiefly steel manufactures, thus striking a death-blow at a portion of their export trade amounting to about \$10,000,000. Now the United States "are sorry that they spoke," but little sympathy is expressed for them by the other great commercial nations, the general impression being that they deserved all they got.

The people of the United States to-day are boasting that the markets of the world are theirs, and that with them rests the world's industrial supremacy. This tone is prominent in their newspapers, magazines and trade journals, and, indeed, the figures furnished go a long way to prove their case. At the same time, all this talk about world aggrandizement of the United States to nations acquainted with their traditional trade policy, which may be translated as "No give, and all take," sounds something like a colossal selfishness. It may be attributed, perhaps, to the covetousness of an overgrown child, which has not yet learned to respect the rights of others.

But, while the United States may want the earth, some of the other nations want it also. Consequently, when the United States seek for access to their markets, now

that their own are insufficient, these other nations demand access to those of the United States in return. The recent action of M. de Witte, the Russian Minister, which one writer compares to "taking a sledgehammer to revenge a flea bite," may, therefore, prove a useful lesson to them, and, perhaps, lead to a modification of their trade policy. At any rate, their disgruntled steel manufacturers are in no mood for further impositions similar to that which Secretary Gage recently levied on sugar.

The same tendency towards protection, temporary or otherwise, is noticeable in the discussion arising in Great Britain and Europe from the formation of the United States Steel Trust. We shall not go into this here. Suffice it to say that the threatened invasion of the United States surplus of manufactured goods is causing a great deal of apprehension in those countries, and the chief remedy suggested is the retaliation with the United States own system of protection, and even "bettering the instruction."

With regard to the new Australian tariff no definite announcement as yet has been made. The general opinion, based on Mr. Barton's utterances, seems to be that there will be no reduction of the present tariff in the Australian colonies, rather that these will be increased in the Commonwealth tariff, though some hope is entertained for a preferential tariff with the British Empire, and Mr. Mulock, the Canadian Postmaster-General, has gone out to Australia to further that object.

In Canada, the budget shows the Canadian tariff to remain unchanged.

The Association has pleasure in announcing to its members that the increasing membership and importance of the matters coming up for consideration have required considerable extension in the office facilities at the disposal of the Association. The services of Mr. E. M. Wilcox have been obtained as assistant in order to look after more particularly the numerous inquiries for articles of Canadian manufacture, and also in connection with the work on INDUSTRIAL CANADA. Additional room has been obtained so that board meetings may be freely held in the larger office. All this denotes the increasing facilities at the disposal of the members in return for their support of the Association.

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The attention of members is invited to the desirability of having a business card inserted under one or more headings in the following column. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business. A ready reference to the industries represented in the Association is by this means possible.

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Mining Screens, Riddles, etc.**WOODWARE.****The Wm. Cane & Sons Mfg. Co. of New-  
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Manufacturers of Pails, Tubs, Washboards,  
Clothes Pins and Woodenware of every de-  
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Manufacturers of All-Wool and Union Flan-  
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# INDUSTRIAL CANADA

ISSUED BY

The Canadian Manufacturers' Association.

Vol. I.

TORONTO, APRIL 22, 1901.

No. 11.

## NOTICES.

The regular monthly meeting of the Executive Committee, Tuesday, May 14, at 2 p.m., in Council Chamber, Toronto Board of Trade Building, Toronto. Any member of the Association is cordially invited to attend.

Second monthly dinner, Temple Cafe, Temple Building, Toronto, Thursday, April 25, at 6.30 p.m.

Members who have not sent in lists of articles they manufacture for classification in the Index are requested to do so at once.

## A WORD OF APPRECIATION.

WE take pleasure in publishing herewith the following letter from Mr. J. Maclellan, representative of the firm of Foy & Gibson, of Melbourne, Australia. Mr. Maclellan spent some days in Canada, and the following letter speaks for itself with reference to his connection with the Association.

It is in work of this kind in developing Canadian industries, and in bringing our manufacturers in touch with foreign merchants who require the goods, that the Association can be of the greatest value:

Canadian Manufacturers' Association,  
Board of Trade Bldg., Toronto.

Gentlemen,—I desire to express to you my thanks for the extreme courtesy and valuable assistance and information given by your secretary, Mr. T. A. Russell, on the occasion of my visit to your city in August last.

Largely through the information given I was able to open up business relations with several Canadian manufacturers with, I trust, mutually satisfactory results.

I am now returning to Australia, and shall be pleased to reciprocate by way of return for Mr. Russell's attention.

Yours faithfully,  
(Signed) J. Maclellan.

## ANNOUNCEMENT.

ENCOURAGED by the success of the first monthly dinner of the Association, at which the metric system was discussed, the Reception Committee has decided to hold a second one on Thursday next, April 25, at 6.30 p.m., in the Temple cafe, Temple Building, Toronto.

This function will be the occasion for an interesting discussion by the members on the subject of "Chemistry Applied to Arts and Manufactures," to be introduced by Professor W. R. Lang, of the University of Toronto, and Professor W. H. Ellis, of the School of Practical Science. Professor Lang has also an important proposition to make with reference to the Chemical Association in England. As the subject is one of great practical importance in the development of Canadian industry, it is expected the discussion on it will be fully as interesting as that on the metric system.

A good repast has been provided for, and an enjoyable evening will doubtless be spent. It is hoped, therefore, that every member who can find it possible to attend will do so, and also be prepared to take part in the discussion.

To defray the expense of the evening admission tickets will be sold at the moderate price of \$1 each. Any further information may be obtained from the secretary.

## HAVE YOU SENT IN YOUR CATALOGUE?

IN last issue the formation by the Executive Committee of a plan for advertising Canadian manufactures at the Glasgow and Pan-American Exhibitions was announced.

The plan referred to was as follows: The Association will establish at both exhibitions libraries of catalogues of its members with the catalogues carefully indexed by card system, so that any inquirers for articles of Canadian manufacture may refer quickly to them and ascertain full particulars as to the parties from whom those articles may be obtained in Canada.

Each member is asked to send to the Association three copies of his catalogue—one for use at the Pan-American Exhibition, one for use at the Glasgow Exhibition, and one for the head office of the Association.

In the case of catalogues that are small, uniform binding will be used to prevent removal from the library, and members will be asked merely to contribute the actual expense of binding these.

The importance of this step will be realized when it is remembered that at both exhibitions the space allotted for exhibits of Canadian manufactures is extremely small. At the Glasgow Exhibition, indeed, a number of Canadian manufacturers are making representative exhibits, but even there the space is limited and many have been unable to exhibit. At the Pan-American, on the other hand, there is practically no exhibit of Canadian manufactured goods.

During the past month a large number of catalogues from members have been received at this office showing that the importance of the step is being duly appreciated. There are, however, quite a number to be received yet and we would request all of our members who have not sent in their catalogues to do so at once in order that the work of compilation may be carried through.



# A TWENTIETH CENTURY FACTORY

Treats Its Employees Well, Because "It Pays."

THE lecture on the labor organization of The National Cash Register Co., Dayton, Ohio, delivered before the Association in Toronto about a month ago by Mr. Arnold Shanklin, a representative of the company, proved of so much practical interest that it is to be regretted all of our members were not able to hear it. As it was, the capacity of the rotunda of the Board of Trade was taxed to its utmost to accommodate the members and their employees who attended, and the frequent

hall was added, and in 1899 the new manufacturers' building, each immense structure consisting almost entirely of windows, floors and a roof, with just enough steel and bricks to make them safe, giving to the employees all the light possible.

In 1893 the company realized that it was not making as much as it should, in fact, that it was losing money, and the management determined to find out why this was. The Messrs. Patterson moved their desks into the factory in order that they might get in closer touch with the working forces. They found, on investigation, that the difficulty lay in the lack of three things: Lack of thorough organization, lack of knowledge of the business on the part of the employees, and lack of sympathy of the employees.

To remedy these defects the company gradually worked a revolution in its methods of which the present conditions are the outcome. These may now be described.

## THE ORGANIZATION.

Experience having made it evident to the company that the usual method of organization, with superintendent and similar officers is not the wisest for their business, and that much is to be gained by full information and comparison of ideas, the present system has been adopted.

The entire business is conducted under the direction of the president, vice-president and general manager, by a series of committees. For the business departments is the executive committee, composed of nine members, with the general manager of the company as chairman and executive officer, under whom is the direction of the general policy of the business and the conduct of its affairs.

The making department is controlled by a factory committee of five experts in various lines of factory work, one of whom acts as chairman. This committee meets regularly for general consultation. A majority of the committee can always act. The duties are such as are usually assigned to a superintendent and his assistants, but its formation gives independence and greater thoughtfulness to the work to be done.

There are besides an inventions committee, the office committee and other similar groups having special duties to perform.

Each of these committees and divisions has its special work and makes its decisions independently; always, however, with direct view to the best advantage of the entire business. Important matters which any committee may not be able to decide, or which involve some change in policy, may be carried from the lower to the higher for decision. Only matters of the greatest importance are referred to the president and vice-president, so that a large portion of their time may be devoted to the study of methods for enlarging and extending the business. The work of these committees, as well as that of the several departments, is kept in order and planned for through a series of monitor-boards, which take the place of record-books, stock-books, etc., and which keep important items always before the eye of the worker. By a system of colors the condition of each matter of business is known at once, and the need of haste or deliberation is clearly indicated.

The policy of the company is to give the fullest information on all subjects to employees, so that every one may act intelligently. Almost every detail of the business, including even the number of registers to be made, of orders on hand, and of shipments made, is posted in a conspicuous place in the factory. Visitors as well as employees may see these announcements and know what the company is doing.

In carrying out this policy of informa-



Machinery Hall—Exterior.

applause which greeted the speaker during the course of his address indicated the pleasure and interest with which he was listened to.

Mr. P. W. Ellis, president of the Association, occupied the chair, and, on rising to introduce the speaker, delivered a short address, in which he expressed the approval with which the Canadian Manufacturers' Association regarded the work of The National Cash Register Co. in relation to its employees.

Mr. Shanklin then addressed the audience, basing his remarks throughout on a series of 230 beautifully colored lantern slides, showing the conditions existing in the factory he was describing. The following is the substance of his address:

The National Cash Register Co. began its work in 1882 in one small room, with a man, a boy and a lathe. Its growth was so rapid that in 1894 it had 1,047 employees.

In 1888 the business had grown to such an extent that the company found it necessary to build a factory for itself. This was done on the ground which had once been the farm over which the two brothers, Mr. J. H. and Mr. F. J. Patterson, president and vice-president of the company, had, when boys, played and ploughed.

In 1890 the original space of the building was doubled. In 1896 the large machinery



Machinery Hall—Interior.

tion there are frequent meetings of a part or all of the factory force. At intervals, in Advance Club Hall, a large, well-arranged room on the third floor, are held meetings of the Advance Club, which includes the officers of the company, members of various



committees, the heads of the office departments, and all foremen and their assistants. A regular programme is arranged for these meetings, and all complaints and suggestions from the various departments are received and carefully considered. The proceedings of these meetings of the Advance Club are often printed on the day following in *The Advance Club Record*, which is distributed to all employees. A copy is sent to each member of the selling-force. Semi-monthly meetings of all foremen of factory departments are held, at which details of work are considered and suggestions made for helping one another.

To give further information, annual conventions are held for all the salesmen and employes of the company. These conventions bring together nearly 300 agents and 1,500 employes about the factory for an entire week for the discussion of important questions connected with the company's business.

Continuing the policy of information the company issues several publications related to the business for circulation among its people.

Every opportunity is given to employes to make suggestions or criticisms of any kind. To encourage this, in every department is placed an autographic register on which any one may write his criticisms or suggestions. During 1897 about 4,000 suggestions were made by employes, of which 1,078 were adopted for use in some department of the business. In the next year 2,500 suggestions were made, showing the improvement in work and the difficulty of finding new points of change. A smaller number is expected this year.

Six hundred and fifteen dollars in gold is given each six months in prizes to the 50 members of the factory and office forces making the best suggestions for improvements in the manufacture of registers or in the conduct of the business. These prizes vary from \$5 to \$50 each. Officers, heads of departments and their assistants are barred from the competition, so that the opportunity is open to the rank and file for successful effort. One hundred dollars in gold is also given each month to the two salesmen making the best records of sales for the three preceding months.

The presentation of these prizes is always an occasion of general interest. In the summer a grand reception and lawn fete is given in the grove south of the factory, all employes and their families uniting in a delightful social event, which is made more attractive by music, dancing, entertainment and fireworks. From 3,000 to 4,000 people gather on these occasions. The winter distribution is held in the opera house, with a strong programme.

Monitor-boards are used in each of the three divisions—making, recording and selling—to show the proficiency of each department in the five most important elements of its work. Those in the factory, for example, are health, punctuality, quality,

quantity and cost. These monitor-boards are exhibited publicly in various parts of the factory, and their records are printed.

The departments in offices and factory showing the highest standing on the monitor-boards for each month are the "prize departments" and receive a banner which hangs in their room during the succeeding month. The departments having the highest record for the year are awarded a special prize, usually a day's trip to Cincinnati, with special entertainment and all expenses paid. The effect of this method is to arouse the enthusiasm of the employes and to cultivate an esprit de corps which increases the efficiency of the entire company.

Continuing the same policy of publicity and facilitating proper inspection, all the leading departments and committees have monitor-boards for the tracing of their work.

All applications for employment of any kind within the factory must be made through the employment bureau, which, by its monitor-board, keeps a complete record of all persons employed, either past or present, and of all the applications made. In a moment it is possible to supply the important facts of record regarding everyone whose name in any way has been connected with the factory.

One of the most important duties of this



Women's Rest Room.

department is to ascertain the educational qualifications of applicants. Only high-school graduates are accepted for office departments, and only young men trained in mechanical and manual-training schools in some of the factory rooms.

It has been announced that after 1915 no one will be engaged who has not attended a kindergarten in childhood.

The success of the company is attributed to five things: First, meetings of employes; second, promotion from the ranks; third, individual responsibility; fourth, liberal salaries, and fifth, quick decisions.

#### SOME UNIQUE FEATURES.

How to make a business successful from the standpoint of the capitalist, and at the same time to recognize the rights and needs of the employe, is a difficult problem. In seeking to solve it the officers of this company have done many things which have been heretofore regarded as out of place in

a manufacturing establishment. They believe, however, that the cultivation of these attractive features is right, and that, when wisely and carefully planned, they pay in a business sense, to say nothing of the pleasure and satisfaction derived from them. This belief is not a mere notion, based upon the taste for refined surroundings, but is a deliberate conclusion reached as the result of experience and careful consideration.

It is a belief firmly held by them that pleasant surroundings are conducive to the economical production of good work, while they attract a much better class of working people. The company therefore pays good wages and gives unusual attention to matters of sanitation, cleanliness, light, ventilation, heating and ornamentation. The health of its employes is the first consideration. Its buildings are especially noted for their absolute cleanliness. A force of janitors is constantly occupied in keeping the windows, floors and machinery perfectly clean. "How do you do it?" the question most frequently asked, is answered by the reply, "By cleaning every day and cultivating in all a desire for pleasant surroundings." Employes enter heartily into this and are careful regarding all their waste material.

The interiors of the offices and factory are beautiful in every way. Scattered in many places will be found palms and flowers which add cheer and health to the workers. The visitor, however, will note as one fact in this connection that there is no extravagance in the finishing and furnishing of the factory and its offices. Neatness, cleanliness, light and fresh air are found everywhere, but there are no elaborate offices, no beautifully furnished rooms, and no extravagant finish anywhere. The offices of the president and vice-president are as plain as those of the lowest clerk.

In the business centre of the city the company has fitted up a large building with a stage and comfortable chairs. Here are given frequent lectures and entertainments for the benefit of the employes, largely at the expense of the company. The hall is also at the disposal of the employes, to be used as a meeting-place for their clubs and other organizations. This is in addition to the Advance Club Hall, on one of the upper floors of the administration building, which is handsomely fitted up for such purposes.

Thoughtful attention to the comfort and education of the employes brings contentment to all. The men work nine and one-half hours a day, with ten hours' pay. Weekly baths are granted to all, on the company's time (20 minutes to each employe), in neat, comfortable bathrooms, conveniently arranged.

Especial attention is given to the comfort of the young women, of whom there are more than 200. They go to work an hour later than the men in the morning and leave ten minutes earlier in the evening. In addition to the ten minutes' recess each morning and afternoon, they have regular holidays



during the year. This gives them eight hours' work a day, for which they receive ten hours' pay. They are furnished with aprons and oversleeves, which are laundered free of charge. In factory and office rooms alike the young women have chairs with high backs and foot-rests. At the noon

before the employees, thus giving opportunity to hear the best thinkers of the country.

The Relief Association is a voluntary organization which includes in its membership the large majority of the employees, who, by the payment of a small sum weekly, receive a regular amount in case of illness.

The quarterly receipts amount to nearly \$1,000 and the expenses to about \$725.

Believing that it is the work of a factory to influence the life of the entire community in which it is placed, the proprietors have encouraged the organization of a variety of societies in the neighborhood, and by their assistance have made possible a number of schools and organizations.

The N. C. R. House is a cottage arranged especially as a centre

for all these interests and as a social-settlement house upon a small basis. A deaconess is employed, who gives her entire time to the many interests which centre here. How numerous are the organizations connected with this house and the factory, and how many participate in the varied organizations may be seen from the announcements of the bulletin-board and the records of enrollment.

The Woman's Guild is composed of the women of the neighborhood, organized for mutual improvement, originally for the en-

neighborhood in parliamentary rules and industrial life and furnishes them amusement; the Boys' Brigade, which is a branch of the Boys' Brigade of America and is regularly drilled in military tactics; the South Park Girls' Literary Society, which includes a large number of young girls united for literary and social enjoyment; the Sunday school, which enrolls over 600 of the children and youth of South Park, and the South Park Teachers' Association, which meets weekly for consideration of the interests of the Sunday school and neighborhood. The Sunday school is an unique organization, its purpose being not only to teach Bible truth, but also its application to daily life and education, including music, planting and cultivation of flowers, care of home and similar practical things. A leaflet explaining the special lesson, and giving items of interest about the N. C. R. House, is issued each Sunday.

In addition to these, in industrial lines there are the Domestic Economy Department, under direction of a graduate of Pratt Institute, in which the young women of the factory, as well as the girls of the neighborhood, are regularly instructed in cooking and domestic management; the Industrial School for Girls, which meets once each week for teaching sewing to the children of the neighborhood; the Millinery School, for instruction of the girls in this art, and the Boys' Vegetable Gardens, in which 40 boys are taught during the summer the methods of vegetable gardening. The company supplies the ground, tools, seed and instruction for these gardens, and offers prizes of \$50 per year for the best work done by the boys. The result has been remarkable, and the interest on



Some Back Yard Effects.

hour luncheon is served to the women in the dining-room, on the fourth floor of the administration building, which is tastefully fitted up and reached by the elevators. Here, free of charge, are served coffee, or tea, and the hot portions requisite to a satisfactory luncheon, to which the young women add whatever their fancy dictates from their own luncheon-baskets. These luncheons are served from a model kitchen adjoining the dining-room, which is a daily lesson in good housekeeping.

On the opposite side of the room is a curtained rest room, with cots and easy chairs for the comfort of any of the young women who at any time may be indisposed. A piano, purchased by the young women, offers opportunity for music during the intervals of the noon hour. There are also a reading table and a bookcase, supplied with good literature, inviting familiarity with the best writers.

The result of these efforts on the part of the company to give pleasant surroundings is increased interest on the part of the employees. They themselves have formed many organizations for their own improvement and pleasure.

The Woman's Century Club, including all the young women employed, meets at 12.30 p.m. twice each month for one hour in Advance Club Hall. This club is a member of both the State and National Federations. Its programme is such as is familiar in the best literary clubs.

The Progress Club includes the men of the factory. It meets twice each month. This club discusses all questions of interest to men, as well as topics of special interest in the factory.

Upon invitation of these clubs, well-known men and women frequently speak

couragement of the kindergarten, is one of the largest in the country and is a thoroughly progressive, well-equipped school. It includes a branch school which is conducted in the extreme southern part of the city.

Under the care of the deaconess are the Boys' Club, which instructs the boys of the

the part of the boys and their parents has been very encouraging. The Penny Bank Club is a form of savings-bank for the boys and girls of South Park.

Among the men has been organized for advance work the School for Mechanics. Every apprentice in the tool room must



Boys' Gardens.



take a course in mechanical drawing before receiving his certificate of completed work. Perhaps 300 men in the company's employment are studying at night in various schools.

The company has a small but well-selected library, including the leading periodicals and magazines. At regular intervals a case of books is taken into the factory in order that employes may have an opportunity to select what they want without delay. By recent arrangement a branch of the city public library has been established at the N. C. R. House for the convenience of the factory people and the neighborhood.

The company has encouraged the improvement of the homes of South Park, through the South Park Improvement Association, by a series of prizes amounting to \$250 per year, for the best-kept houses, back yards, window-boxes, best examples of ornamental planting and of vine planting. The annual presentation of these prizes is a gala occasion in the neighborhood and is attended by thousands of people. Instruction in the principles of planting is given by the use of the stereopticon. Examples of good and bad planting in all parts of the world, pictures of homes in the neighborhood and views of Nature's most beautiful scenes are shown in evening lectures with the fine lantern which the company owns. In this way the entire community has been influenced for the improvement of the surroundings of their homes.

By thus touching every side of the life of all its people, both in the factory and in their homes, this company becomes not only a great business concern, but also a vital influence in the life of the century,

[We regret that owing to press of mail matter the city post office was delayed in distributing notices of the lecture to the members, though these were issued in plenty of time.—Ed.]

## OF ADVANTAGE TO MUSICAL INSTRUMENT MEN.

For some time piano and organ manufacturers have felt that they had a grievance in freight rates on account of their minimum carload being placed at 20,000 lb., although it is impossible to get more than 11,000 or 12,000 lb. in a car.

This fact was brought to the attention of the Railway and Transportation Committee of the Association by Mr. Geo. Heintzman, representative of the musical instrument men on the committee, and was taken up by it at once. The question was threshed out with others in a conference between our committee and the Freight Committee of the railways. After full discussion there it went to the Classification Committee of the railways, and the result was the lowering of the minimum weight per car from 20,000 to 12,000 lb. This will be a distinct gain to the musical instrument men, and many letters have been received expressing their satisfaction.

This is the second industry during the last two months that has, through the Association, received a more favorable freight classification, the other being the bicycle industry.

## PARLIAMENTARY COMMITTEE.

BILLS IN THE DOMINION, ONTARIO AND QUEBEC LEGISLATURES DEALT WITH.

The work of the Parliamentary Committee during the past month has been varied, and signal service has been rendered by it to the manufacturing industries of Canada.

The Union Label Bill before the Dominion Senate, and the Alien Labor Act introduced in the House of Commons by the Premier, were matters of grave importance to manufacturers. The manner in which they have been dealt with by the Association has been entirely satisfactory. Fuller details are given in a separate note upon each of these Bills.

In the Quebec Legislature the Montreal Executive succeeded in having an objectionable Bill relating to boiler inspection laid over.

In the Legislature of the Province of Ontario, Bills introduced by Mr. Carscallen for the inspection of boilers, by Mr. Carpenter for amending the Factory Act to provide for a new class of fire escapes, were opposed and withdrawn. The Bill introduced by Hon. John Dryden, Minister of Agriculture, providing for the inspection of stationary boilers, either by an inspector employed by a fire inspection and insurance company, or by some other competent engineer, was considered satisfactory. The second portion of the Minister of Agriculture's Bill, providing for the adequate equipment of factories with fire escapes, was also considered fair. It places the onus of providing fire protection upon the owner of the building, not on the tenant. It further provides for several devices which will be considered satisfactory, and also declares that any other device not specified will be satisfactory, provided the Lieutenant-Governor-in-Council on the advice of the Factory Inspector so decides.

## ALIEN LABOR BILL.

AMENDMENTS BY THE MANUFACTURERS.

DURING the present session of the Dominion Parliament a Bill to amend the Alien Labor Act was introduced by the Premier, Sir Wilfrid Laurier.

A feature of the Bill was the providing for the putting into operation of the necessary machinery for enforcement by a county judge instead of an Attorney-General as heretofore.

But perhaps the most important change was a provision whereby "it shall be deemed a violation of this Act for any person, partnership, company, or corporation to assist or encourage the importation or immigration of any person who resides in, or is a citizen of any foreign country to which this Act applies, by promises of employment, through advertisements printed or published in such foreign country."

This Bill was carefully considered by the Parliamentary Committee of the Association and deemed most objectionable from

the point of view of the manufacturers. The committee felt that legislation of the class to which the Alien Labor Law belongs, is very unsatisfactory, but that owing to the laws imposed by the United States they become a practical necessity in Canada.

This Bill, however, in prohibiting the advertising for help in the United States, would be a most serious one to the many manufacturers who have to look to that country for skilled labor in their factories. There is scarcely an industry in Canada that has not had the experience of having to go to the United States for skilled operatives to replace a foreman in some branch of the factory.

Consequently, the Secretary and Mr. J. F. Ellis, ex-president of the Association, interviewed the Premier at Ottawa in connection with this Bill, and secured his assent to an amendment which could be incorporated in his Bill in Committee of the House.

This amendment provided that nothing in this Act should be taken to prevent the importation of skilled labor requisite for the development of an industry in Canada and not obtainable in Canada.

This amendment was moved by Mr. Ralph Smith, M.P., for Vancouver, and president of the Dominion Trades Congress, when the Bill was in committee and was incorporated in the Bill itself by the Premier.

This, therefore, makes provision for what was absolutely required in the interest of manufacturers using skilled labor.

## BEET ROOT SUGAR MACHINERY.

The announcement by the Finance Minister in the budget speech, that for the period of one year all machinery requisite for the installation of beet root sugar factories in Canada would be admitted free of duty called forth considerable comment from a number of manufacturers. Consequently, a meeting of the Tariff Committee was held at which the matter was thoroughly considered. Mr. Gash, representative of the Beet Root Sugar Association was present, and explained the position of the advocates of the beet root sugar industry in Canada.

After a full discussion of the subject it was resolved to address a letter to the Minister of Finance, pointing out how far reaching was the effect of the Bill, because all such machinery as engines, boilers, pulleys, shafting, pumps, vacuum pans, dryers, etc., are being steadily manufactured in this country, and it was estimated that at least 50 per cent. of the machinery required could be obtained in Canada.

Further, it was pointed out that the effect of such a provision would be that any class of machinery at all, such as tools for the equipment of workhouse or repair shops, etc., in connection with the factory, could also be imported free of duty, and it would increase the importation of this class of goods from abroad.

The letter, therefore, in pointing out these defects, suggested that it would be advisable in the interest of the other industries of Canada, that specification should be made as to what articles would be allowed in free of duty.

So far, a definite answer has not been received from the Government as to whether action along these lines would be taken.



# Experts Point Out Defects in the St. Lawrence Route.

## Important Documents Placed Before the Government.

THE Association has received a copy of the report recently submitted to the Government by the Montreal shipping interest and the marine underwriters, containing remarks of the committee and a summary of the evidence heard at the inquiry instituted at Montreal into the needs of the St. Lawrence route from Montreal to the sea. This is without doubt the most comprehensive and altogether the most valuable document on the subject which has yet been published, and cannot help but be of great value to the Government in correcting the faults of the St. Lawrence route.

During the inquiry, which took place in the autumn of 1900, upwards of 30 steamship captains, together with a number of the oldest and most experienced pilots, were examined. These men have, for the most part, had years of experience with the St. Lawrence route, and are in a position to judge the wants of the river and gulf and how the existing faults can be best remedied.

### OBJECT OF THE INQUIRY.

As was explained by the chairman, Mr. John Torrence, the object of the inquiry was to procure the opinions of the shipping masters as to the really important needs of the St. Lawrence navigation, in order to press the matter upon the Dominion Government, with a view to its making the necessary improvement to secure reduced marine insurance rates, which, as he pointed out, were so excessive.

The shipping firms at whose instance the inquiry was held are: Hugh and Andrew Allan; Carbray, Routh & Co.; Elder, Dempster & Co.; Furness, Withy & Co., Limited; Kingman & Co.; Fredk. Leyland & Co.; Robert Reford & Co., Limited, and David Torrance & Co. The report points out moreover that it is not only the larger trans-Atlantic steamship companies who suffer, but also all persons directly, or indirectly interested in trade which depends in any way on the St. Lawrence navigation.

### EXORBITANT INSURANCE RATES.

To the existing and antiquated condition of the waterway between Montreal and the ocean is due, to a large extent, the extraordinary high and exorbitant rate demanded by the marine underwriters for insurance. The rate on the hulls of ocean steamers running to Montreal for, say six months, and to the Atlantic ports in the

United States for the remaining part of the year, is from 8 to 10 per cent., and in some exceptional cases even 11. The insurance rate on vessels running to the United States ports exclusively is from 3½ to 4½ per cent., and in some exceptional cases even 5 per cent., making an average of about 4 per cent. The number of voyages made by steamers between Montreal and British and European

excess of what it should be, and, as compared with rates on cargo shipped from ports in the United States, is about two to five times as great, according to the season of the year, as will be seen from the accompanying tariffs.

If the condition of St. Lawrence navigation is not improved to a very great extent and modernized, and if these improvements

are not taken in hand immediately, one result, as far as Canadian trade is concerned, will be the removal from the St. Lawrence route of a great deal of our shipping. Shipping trade to Montreal is very largely owned in Great Britain and the owners will not continue to send their steamers to Quebec or Montreal if it pays better to send them to ports in the United States, as, in fact, it does now.

### CASE IS A SERIOUS ONE.

The seriousness of the case will partly be seen by the following:

1. The withdrawal of a portion of the Dominion Line fleet to Portland.
2. The withdrawal of a part of the Thomson Line fleet to Portland.
3. The withdrawal of the larger boats of the Hamburg-American Line fleet, the St. Lawrence tonnage of which line is greatly diminished, the larger steamers now trading with the United States ports.
4. The decreased tonnage in the Donaldson Line fleet, some of whose larger steamers have been replaced by smaller ones, the larger ones now trading with United States ports.
5. The withdrawal of the Johnston Line fleet to Liverpool.
6. The reduction of the Leyland Line sailings.

### SYNOPSIS OF THE EVIDENCE GIVEN.

The documents containing the evidence taken at the inquiry are of necessity very voluminous. For convenience sake, therefore, a synopsis is furnished to point out as clearly and succinctly as possible the changes and improvements in the various signals, lights and buoys that are demanded by the mariners who depend on these signs and marks for their guidance. It also shows where the channel requires deepening and dredging.

The whole course of navigation is treated under separate heads:

### Some Points Extracted from the Evidence by The Montreal Daily Star.

• •

"Better light and fog signals in the Straits of Belle Isle."

"Better fog signals off the Newfoundland coast."

"At Cape Pine all captains say their signals are inadequate."

"The existing light at Cape Ray is denounced by 15 sea captains."

"Only the excellent soundings at Bird Rocks save the vessels."

"Sixteen masters want another light on Anticosti."

"Present navigation is difficult and the aids thereto are out of date."

"The present state of things is not consistent with the greatest security to life and property."

"An increase in the facilities of navigation will rapidly tend to reduce insurance rates."

"The promptness of delivery in Europe is of vital importance."

"To the existing and antiquated condition of the waterway between Montreal and the ocean is due, to a large extent, the high and exorbitant rates demanded for marine insurance."

"If the conditions of St. Lawrence navigation are not improved immediately it will mean the loss of a great deal of Canadian shipping."

"The Heath Point Signal is condemned—a twenty minute bomb is characterized as absurd and dangerous."

"All lights should be flashing, revolving or oscillating."

"A red flash is condemned as useless as it only dims the light."

"The lights on Prince Edward Island are either fixed or red ones, and consequently useless."

"The captains have no hesitation in declaring the Canadian coast lights to be inferior to those of England, France or the United States."

ports is of an average of five. Thus, Montreal tonnage by these enormous rates, largely due to the present condition of our waterway, is handicapped, as compared with shipping in the United States ports, to the extent of somewhat over one per cent. on every voyage, equal on an ordinary steamer worth \$500,000 to about \$5,000 per voyage, or \$25,000 per Montreal season of five voyages.

### EXCESS OF INSURANCE.

The insurance rate on cargo carried by vessels on the Canadian route is largely in



I. The coasts of the Gulf and Lower St. Lawrence up to Father Point. The various points to be considered under this heading are grouped as follows:

1. The Straits of Belle Isle route up to Anticosti.
2. The south route by Cape Race up to Fame Point.
3. Anticosti.
4. The south shore of the Lower St. Lawrence from Fame Point to Father Point.
5. The navigation about Nova Scotia and Prince Edward Island.

II. Pilotage waters from Father Point to Montreal.

1. Father Point to Quebec.

On the whole, it is respectfully submitted by the committee that unless something is done by the Government to prevent the actual and threatened exodus, the ocean trade of Canada will be very considerably diminished.

### NEW ENGLAND BUSINESSMEN ALARMED

THE proposal to apply the British preferential tariff only to goods landed at Canadian ports, which has been discussed lately in the Canadian Manufacturers' Association, has caused considerable alarm among New England commercial institutions.

The Boston Herald commenting upon it points out that the ports of Boston and Portland are interested to the extent of many millions of dollars in trade annually. Portland, if the proposal were carried out, would be the hardest hit, for its foreign business and the immense Grand Trunk railroad freight would be completely dissipated. Foreign trade there would be reduced approximately \$10,000,000.

Secretary Preston, of the Boston Chamber of Commerce, in a recent interview on the subject, expressed it as his opinion that legislation, such as that proposed, would materially affect the trade of Boston, but it would be hostile legislation, and he did not believe the Canadian Government would yield to the pressure and take such a grave step. The attitude of the Canadian Government to the United States was growing more friendly all the time, and the volume of United States exports to Canada was increasing, in spite of the preferential tariff with Great Britain. If Canada shut off the importation of goods through American ports, the next thing would be to raise the average of duties on American products, and the outcome would be harmful all round.

The opinion of Mr. Jameson, general freight agent at Boston, of the Dominion Line, as expressed in a recent interview, is published by The Montreal Star as follows:

"This agitation is aimed directly at Portland, but if the scheme is successful

it will affect this port a good deal. Our line brings here large quantities of freight from England, to be forwarded to different sections in Canada. The point is just this: The Dominion Line has withdrawn for the present, at least, from Montreal, not only for winter business, which, of course, it cannot do there while the St. Lawrence is frozen over, but also for summer business, having preferred Portland for this traffic. To get even, some persons in Canada are working up a sentiment in favor of coercing the lines into making direct Canadian sailings. It is also a slap at Portland pointedly and directly. Of course,

such legislation would be hostile legislation, and, I suppose, would be accepted as such by the United States."

According to the figures of the Boston Chamber of Commerce, the merchandise "in transit and trans-shipment" passing through Boston last year amounted to \$10,226,009. Goods entered at Boston for trans-shipment to foreign countries amounted to \$5,827,788. A small portion was for Mexico, but practically the whole was for Canada. Canadian products entered at various ports and exported to foreign countries via Boston amounted to \$4,398,311.

## THE CANADIAN TRADE INDEX.

THE contracts for publishing the Canadian Trade Index were finally let this month and insure its being of the highest quality. A large part of the material is now in the hands of the printer, and the whole publication will go to press about the end of the month. In view of the shortness of the time now intervening before publication, therefore, we would urge all of our members, who have not already done so, to send in the lists of articles they manufacture for classification in the Index, according to the form sent them. By so doing they will greatly facilitate the work of preparing the book for the press, and prevent delay in its issue.

The preparation of the Index this year has been undertaken under much more favorable circumstances than that of the one issued last year, due to the greatly increased membership. The membership of the Association is now over three times as large as then, and may be said to comprise nearly all the important manufacturers in Canada.

This large increase of membership has necessitated a much more extensive publication than that of last year. Instead of the pages being  $5\frac{1}{4} \times 6\frac{1}{2}$  in. in size as last year, those of the new book will be  $7\frac{1}{2} \times 10$  in.; and instead of there being only about 100 pages there will this year be between 300 and 400. Instead of being bound in paper cover the new Index will have a handsome stiff canvas binding, which will render it much more durable and serviceable. Then, again, 15,000 copies, at least, instead of 10,000, will be issued and distributed to inquirers at the Glasgow and Pan-American Exhibitions; to the leading Boards of Trade and Chambers of Commerce in the British Empire, where it will be kept on file for reference; to the leading foreign trade papers; to the British consuls the world over, some 700 in number; to the various Canadian Government agents abroad; to all inquirers at the office of the Association for articles of Canadian manufacture, while special provision will be made for an extensive distribution of the Index to the trade generally in Canada; and also in Great Britain, Australia, the West Indies, South Africa and South America, where many of our

manufacturers are already finding a profitable market for their goods.

The fact that the Index will have enrolled in it 800 Canadian manufacturers, all classified according to the various articles produced, cannot but be of the highest importance in advertising Canadian industries at home and abroad. Hitherto we have suffered considerably from lack of knowledge of Canadian goods on the part of foreign buyers; and the present undertaking is an organized attempt by the Canadian Manufacturers' Association to overcome this obstacle to Canadian trade. It is realized that only by thorough and systematic advertising abroad can Canadian manufacturers hope to compete with their commercial rivals for command of foreign markets. No nation advertises more extensively than the United States, and trade indexes of this nature have formed a prominent feature of their advertising. In this respect, then, we have learned a lesson from the United States; but we are safe in saying that the book now to be issued by the Association will excel in comprehensiveness and finish any yet issued by the manufacturers on the other side.

The way in which the advantages of the book as an advertising medium have been appreciated augurs well for its success. Over 200 advertisers have secured space, and this number includes some institutions which are not members and consequently have been charged double rates. If any of the members who wish to advertise have not already done so, we would request them to send in their material at once, as the period before publication is now growing very short.

The contents of the book, as most of the members are aware, will be as follows: (1) A general introduction to Canadian manufacturers, together with statistics of their development; (2) an alphabetical list of the members of the Association, each member being allowed 36 words to set forth his firm name, address, etc.; (3) an alphabetical list of the articles produced in Canada by members of the Association; (4) a directory of the cable addresses of the members with the code used; (5) indices in French and Spanish of the various articles manufactured; (6) advertisements of manufacturers and others using the publication.

Prices charged for advertising space to members are \$50 per page, \$30 per half-page and \$18 per quarter-page. For any further information apply to the Secretary Canadian Manufacturers' Association, Toronto.



# THE EXECUTIVE COMMITTEE.

## The Oil Question Discussed.

THE regular meeting of the Executive Committee was held in the council chamber of the Toronto Board of Trade, Tuesday, April 9, at 2 p.m.

Mr. P. W. Ellis, President of the Association, occupied the chair.

Others present were Messrs. Geo. Booth, J. F. Ellis, J. P. Murray, C. H. Riches, W. K. George, P. H. Burton, F. H. Smallman, Geo. W. Watts, E. R. Clarkson, Jno. Bertram, J. O. Thorn, J. J. Cassidey, W. J. McMurtry, Cyrus A. Birge, A. W. Thomas, Andrew Gunn, C. R. H. Warnock, A. S. Rogers, Samuel Rogers, Geo. H. Hees, W. K. McNaught, J. F. Wildman, Thos. Roden.

Owing to the publication of minutes of the last meeting of the Executive Committee in "Industrial Canada," these were taken as read.

### COMMITTEES REPORT.

On behalf of the Parliamentary Committee Mr. C. H. Riches reported that the committee had dealt with the following Bills: Mr. Carscallen's Bill re boiler inspection; Mr. Carpenter's Bill re fire escapes; Mr. Wardell's Bill re Alien Labor; Mr. Dryden's Bill re fire escapes and boiler inspection, the Alien Labor Act introduced by Sir Wilfrid Laurier, and the question of patent reform. On motion of the chairman, seconded by Mr. W. K. George, the report was adopted.

In the absence of the chairman the secretary presented the report of the Railway and Transportation Committee, announcing the securing of a carload rate on musical instruments of 12,000 pounds instead of 20,000 pounds.

Moved by Mr. J. F. Ellis, seconded by Mr. J. P. Murray, that the report be adopted.—Carried.

Mr. W. K. George reported for the Toronto branch with reference to the Metropolitan Railway Bill, and the inspection of electric meters for power or light purposes, and moved the adoption of the report, seconded by Mr. J. O. Thorn.—Carried.

The secretary presented the report of the Montreal branch to the effect that successful opposition to the Bill introduced to provide for an unsatisfactory way of inspection of boilers had been raised. This matter, owing to the opposition of the local branch, has been laid over for a year.

The report was adopted.

Mr. J. P. Murray presented the report of the Industry and Membership Committee, recommending first, that the secretary visit Montreal to assist the local Executive in enrolling the manufacturers as members. Second, that the Executive now decide that

the next annual meeting be held in Montreal; and, third, that the 88 applications for membership before the committee be accepted.

Moved by Mr. Murray, seconded by Mr. Burton, that the report be adopted.—Carried.

In the absence of the chairman the secretary presented the report of the Reception Committee re the lecture of Mr. Arnold Shanklin, of the National Cash Register Co., and announced that Professor Lang, of the University of Toronto, and Professor Ellis, of the School of Practical Science, would open the discussion at the next monthly dinner, on the subject of "Chemistry applied to Arts and Manufactures."

Moved by Mr. George, seconded by Mr. Riches, that the report be adopted.

The secretary reported with reference to the Trade Index, announcing the letting of contracts for publication of the same; also the financial success of it, as the manufacturers had appreciated its value as an advertising medium and made extensive use of the same.

The report also contained the recommendation that the suggestion of Mr. P. W. Ellis, that space in "Industrial Canada" be devoted to furnishing the names and addresses of graduates of the School of Practical Science, and McGill, of Applied Science, in order that manufacturers might have an opportunity of availing themselves of skilled labor.

The report was adopted.

Attention was also drawn to the fact that Mr. T. Simpson Jones, representative of The London Times, had published a letter written by the secretary, without authority of the writer, and had also used the names of several members of the Association as favorable to his plan of work.

It was resolved that a letter be written to the representative of The Times, laying complaint against such policy on the part of their representative.

Mr. Geo. H. Hees, chairman, presented the report of the Tariff Committee with reference to beet-root sugar machinery being admitted free into Canada, and also with reference to the oil tariff, which he asked to have considered at the meeting.

In reply to a question from Mr. Thorn the secretary stated that word had not yet been received with reference to the position of the Canadian Government agents.

### THE OIL QUESTION INTRODUCED.

The question of the duty on oil was then introduced.

After a discussion it was resolved that the Association should obtain a shorthand

report of the discussion to have in its possession on this important subject.

Mr. Clarkson then moved the adoption of the motion of which he had given notice at last Executive, and which was published in full in the last issue of "Industrial Canada."

The subject was then discussed by Mr. Smallman, of The Canada Chemical Co., who strongly opposed the resolution, and brought forward facts to show the importance of the industry in Canada and its dependence upon the tariff as it stands at the present time.

Mr. A. S. Rogers, of The Queen City Oil Co., also opposed the resolution, dealing more particularly with the charge that the prices for oil had been unduly enhanced.

Mr. Clarkson replied in support of his motion, and the matter was then thrown open for general discussion by the Executive.

After several of the members had expressed themselves, Mr. J. F. Ellis moved, seconded by Mr. P. H. Burton, the following resolution in amendment to that submitted by Mr. Clarkson:

### THE RESOLUTION.

WHEREAS: The Canadian Manufacturers' Association has always supported the policy of protection to Canadian industries;

AND WHEREAS: The application of this policy to the oil interests demands that it should be entitled to the same consideration as any other manufacturing industry in Canada, unless it is shown that, as a result of the practical monopoly of the output of Canadian refined oil, unfair and exorbitant prices had been charged Canadian consumers to the detriment of the development of other Canadian industries;

BE IT RESOLVED: That this Association, having examined the facts laid before it by these interests asking for a removal of the duty and also by those interested in the oil industry, hereby expresses its convictions that the facts laid before it have not shown clearly enough that the price of oil has been raised to an exorbitant extent as a result of the duty;

AND BE IT FURTHER RESOLVED: That, therefore, the Association cannot endorse the request to the Government asking them to remove the duty on oil, but that it place itself on record to the effect that the Government should appoint a commission to fully investigate the facts connected with the Canadian oil industry prior to adopting legislation affecting that industry.

On the question being put, the amendment carried, and the motion was lost.

The meeting then adjourned.



# A Trade Commissioner for England.

FAVORABLE COMMENTS BY THE PRESS.

WE publish the following letter from Mr. Geo. H. Hees, chairman of the tariff committee, who, it will be remembered, made the original proposition that the Association recommend the Government to appoint a trade commissioner for England:

To the Editor of "Industrial Canada":

Dear Sir,—The suggestion that the Government establish a trade commissioner in England to develop the industries of Canada has been most favorably commented on by the press and trade journals of both Canada and England. The Canadian Government has been urged to take action in the matter and this Association has been assured that the project is being favorably considered, and there is good prospects that a trade commissioner will soon be appointed.

This question, of course, is non-political, but it is plain to see that the party that develops the manufacturing and farming industries of Canada will greatly strengthen itself before its constituents. Canada is a great producing country; England is a great consuming country. They need our product; we need their business.

The most friendly feeling has in the last few years been growing in England in favor of Canada, and the fact that our soldiers have in the South-African War stood in battle shoulder to shoulder with their own sons has won for us her most ardent friendship. The time is now ripe for Canadians to give England a chance to show her appreciation in a substantial way, and there is every reason to believe that she will do so if we improve the opportunity.

The number of inquiries at the High Commissioner's office for Canadian industries show conclusively that there is need of just such an office as a trade commissioner. To one such inquiry made at that out-of-the-way place, where the High Commissioner's office is located, it is fair to presume that scores of inquiries would go to a trade commissioner's office, located in the business part of the city. All the High Commissioner can do for the prospective customer or buyer is to record their wants and send them to Ottawa and when they have gone through the regular red tape curriculum, the Government gives them out to the press. Who ever heard of business built up on such a flimsy foundation? Exporters deride such impractical methods of securing business.

What Canada needs is a bright, active, practical trade commissioner operating on the lines of our trade commissioner in Australia, who, by his great activity and good judgment, is entitled to credit for the

majority of business now being done with this sister colony.

There is a strong feeling among the farming, as well as the manufacturing industries of Canada, that a trade commissioner in England would greatly increase our exports, and that our Government should do all in its power to make this practical experiment.

Among the many publications (that have become) interested in this question is "The Industries and Food Supply Association," of London, England, which comments on it as follows:

"Fully persuaded of the necessity that exists for a more active trade policy for Canada in Britain, a proposition was recently submitted to the Dominion Government providing for the opening of a Government trade bureau in London, with a special trade commissioner in charge. In suggesting this, no question was raised as to the obvious need for the High Commissioner's office, which has its distinct and most important functions, the value and success of which it would be hard to overestimate—but it was pointed out that Canada needed, in addition, a thoroughly practical man, who had made a study of the British retail trade—an expert, experienced in the details of the various branches of merchandise and manufacture, and with a market-man's trade knowledge of the produce that Canada is capable of supplying.

The favorable notoriety that Canada has lately gained in Great Britain would seem to render the present time specially opportune for exciting the business interests of English importers. But better facilities than those existing are necessary if the exporter and importer are to be brought into closer touch, and some inexpensive method that will give the English buyer and consumer indisputable proof of the quality of the goods that Canada can supply is equally indispensable. Competition for English trade has now become so keen in the colonies, and in all other countries, that the time has arrived when live and attractive methods must be resorted to. It is not sufficient that Canada should merely hold her own, and rest content with the results secured through old-established channels. If she does not wish to be passed in the commercial race she will have to adopt measures in keeping with the spirit of the times.

"It will interest all who are concerned in the development of Canadian trade with Great Britain that the project has been received in London most favorably, and

with assurances of support from persons of importance and wealth. In view of the magnitude of the scheme, and the benefit that must accrue to Canada by having her resources and trade possibilities presented in a manner and on a scale never before contemplated, the promoters felt they were justified in seeking some financial guarantee from the Canadian Government.

"It is suggestive to note that of Great Britain's total imports of all kinds, amounting approximately to \$2,425,397,000 for 1899, Canada contributes barely 4 per cent., Australasia 7 per cent.

"The field that is open for a vast trade in Canadian products can only be realized upon reference to the actual state of Anglo-Canadian business as it exists. The following figures, showing certain Canadian domestic food exports to England, and the United Kingdom's imports of the same articles, are taken from the trade and navigation tables of the Dominion and from the advance trade returns of the United Kingdom, for the fiscal year 1898-99, and they bristle with significance:—

	Canadian Exports.	Total British Imports from all other countries.
Bacon.....	\$9,948,324	\$52,003,000
Hams.....	459,268	20,470,000
Butter.....	3,526,007	86,065,000
Cheese.....	16,718,418	27,575,000
Eggs.....	1,254,392	25,221,500
Poultry.....	147,005	3,926,470
	\$32,053,414	\$215,260,970

The consensus of opinion on this question is expressed in a leading editorial in The Toronto World, wherein it says: "We should like to see Mr. Hees' suggestion carried out, as it is questions like this that ought to occupy the attention of Parliament rather than party recriminations and interminable discussions on school squabbles, and race and creed issues."

This is an age of enterprise, hustle and push and is growing more so every day. Old fashioned methods of waiting for business to come are obsolete, the old saying, "All things come to him that waits" is centuries old. Canada is not getting her share of England's business; shall we make an effort to get it?

GEO. H. HEES.

April 10, 1901.

**Information as to Tariffs.**—If you desire any information relating to Customs tariff rates, foreign and domestic, this may be obtained from the Association on application to the secretary.



# UNION LABEL ACT.

SENATE BILL "E."

A SPECIAL meeting of the Parliamentary Committee was held Saturday, April 13, at 2.30 p. m. to consider Senate Bill "E," entitled "An Act to Amend the Trade Mark and Design Act."

This Bill makes provision whereby section 3 of the Trade Mark and Design Act should be amended so that labels or business devices adopted for use by any union of workmen should be considered and known as trade marks to distinguish articles manufactured by or through the members of such union.

This Bill was very thoroughly considered by the committee, and it was resolved that its passage through the Senate should be vigorously opposed as belonging to a class of legislation tending to create friction between employers and employees.

The secretary was instructed to confer with the Montreal manufacturers and with a delegation from there to oppose the Bill when it came before the Banking and Commerce Committee of the Senate. The question was also discussed in the Executive Committee of the local branch in Montreal and this position ratified.

The secretary then proceeded to Ottawa to appear before the Banking and Commerce Committee on Thursday, April 18. Several representatives were present from the trades and labor organizations to show that what they were asking was merely legalizing the power that they have at present of putting labels on goods. They wished power to prevent these being used by parties against their will. Further, they stated it would strengthen their hands in negotiations with manufacturers for better wages and better sanitary conditions.

Mr. L. E. Gagnon, Secretary of the Canadian Cigar Manufacturers' Association, opposed the Bill on account of the loss it would entail on the owners of trade marks if two trade marks were placed upon different classes of goods.

The Secretary of the Manufacturers' Association opposed the Bill both in as much as it applied to the Trade Mark Act and also from the spirit of legislation itself, as seen in the following arguments:

In asking that a union label be made a trade mark, it endeavored to make that a trade mark which was never intended for such. In the first place, a trade mark is one placed on a person's own goods. The right to use it cannot be conveyed to any third party.

This Act asks permission to place trade marks only on goods made by other persons.

In the second place, the trade mark is designed as a protection to the public, not to the manufacturer, for through it the public has the assurance of a certain maker that the material in the goods, and also the workmanship, will be satisfactory, and that the maker may be responsible for both.

The union label gives no protection, for it has no connection with a manufacturer, as the label is placed on goods made by any firm from any material. Nor is there any guarantee as to the workmanship, for no one can be held responsible from the label. Hence, the aim is to create a prejudice in favor of certain goods as against others by use of a trade mark, and, at the same time, to assume no responsibility for either the material or the workmanship in the goods.

The only reason given for use of the label is that it signifies the payment of high wages, and hence the absence of the label was to be taken as an intimation of the payment of unfair wages and unsatisfactory sanitary conditions. Now, such an impression is false, for many shops that are not controlled by unions pay higher than the union scale of wages. Further, in certain localities there are no unions, and hence in endeavoring to create the impression that goods not bearing the union label have not paid fair wages this legislation is casting an insult upon numbers of most skilled artisans in Canada.

Again, it was pointed out that the label in many classes of goods would add to the expense, such as metal goods, fine gold and silver goods, etc.

Again, merchants in such countries as Norway and Sweden, Russia, and others, insist upon absolutely no distinguishing marks being used, yet the operation of this Bill was intended to further the influence of trade unions in insisting upon the use of the label. They might do this by the men refusing to work unless the label was used. They might do it by refusing to use partly manufactured material on which the label had not been placed, and thus one manufacturer would be held responsible for the particular form of factory organization of the man who provided him with his raw material.

Again, what is asked is proprietary right in the label, and there is no assurance that as soon as this right has been obtained and the trade unions are in a position to insist upon it being used, that there would not be a royalty charged for its use, or the exaction of some equivalent privilege.

Again, a shop complying with union regulations and entitled to use the label,

although still continuing to pay the same wages and to have its employees work the same number of hours, may have some disagreement with the labor union, and it is in the hands of that union to immediately take away the label. The manufacturer might, however, have on hand thousands of dollars worth so marked when his right to dispose of them would disappear.

It thus places in the hands of an interested party a means of enforcing its demands, when such should only be vested in some entirely independent tribunal.

The Bill further provided for separately marking the packages and the goods enclosed, and hence a false impression might be conveyed at any time as to whether the label was used or not.

It may be asked, "What would be the difference?" and this is most important, for the experience of shippers who have had experience in times of disagreement with their workmen is that rail freight-handlers and longshoremen do carelessly handle the manufactures of the industry that is involved. It is difficult always to trace the trouble to where it belongs, but the fact, nevertheless, remains that such is the case.

These and other recommendations were brought forward to show that the Act was of a most objectionable character, and that while it was permissive, as far as the manufacturers concerned, the letters that were read from at least one prominent manufacturer, in which as many as a dozen unions had written stating that they would cease to use his goods unless the label was used, showed what class of permission it was intended to provide for.

On the question being taken to the Senate the Bill was thrown out by an unanimous vote.

## A VISITOR FROM LONDON.

During the past month the Association received a visit, at its head office, from Mr. J. H. Moore, of London, England. Mr. Moore is engaged in the commission agency business in London and has, during his stay in this country, been endeavoring to establish connections with Canadian manufacturers. In this attempt he has been largely successful, and returns to the Old Country representing a number of prominent Canadian firms. Mr. Moore speaks most enthusiastically of the prospects for Canadian canned goods in the London market.

## A NEW EXCHANGE.

We are glad to place on our mailing list this month The Railway and Shipping World, with which is incorporated The Western World, published at Toronto; and can recommend it to our readers as a valuable publication, dealing with matters of common interest to all manufacturers in the field of transportation.



# GROWTH IN MEMBERSHIP.

New Members Accepted During the Past Month.

## ONTARIO.

Adams Bros., Toronto, harness manufacturers.  
 American Bank Note Co., Ottawa, lithographers, engravers, etc.  
 Aylmer Canning Co., Limited, Aylmer, canned vegetables, fruit, catsups, jams, poultry.  
 Bailey, George, Ottawa, locks.  
 Beal Brothers, Toronto, leather horse collars, shoe uppers, moccasins.  
 Blackhall & Co., Toronto, bookbinders.  
 Campbell, John, St. Catharines, flour (wheat).  
 Campbell Fanning Mill Co. of Chatham, Limited, M., Chatham, fanning mills with bagger attachments.  
 Canada Radiator Company, Limited, The, Port Hope, radiators and boilers.  
 Canadian Bridge Co., Limited, The, Walkerville, railway and highway bridges, locomotive turn tables, steel roofs, buildings, etc.  
 Canadian Portland Cement Company, Limited, The, Deseronto, portland cement.  
 Canadian Rubber Co., Toronto, rubber manufacturers.  
 Central Press Agency, Limited, The, Toronto.  
 Chandler & Massey, Limited, Toronto, surgical instruments.  
 Coates Company, The A. E., Toronto, piano and musical strings.  
 Cosgrave Brewery Co. of Toronto, Limited, The, Toronto.  
 Dack, E., Toronto, boots and shoes.  
 Davidson & Thackray, Ottawa, lumber, sashes, doors.  
 Dundas Axe Works, The, Dundas, axes and edge tools.  
 Eclipse Whitewear Co., Limited, Toronto, whitewear and shirt waists.  
 Frost Wire Fence Co., Limited, The, Welland, wire fence, steel gates.  
 Georgian Bay Shook Mills, Limited, Midland, boxes and box shooks.  
 Hamilton Engine Packing Co., Hamilton, engine and pump packings, engineers' supplies, asbestos, magnesia and mineral wool, pipe and boiler coverings.  
 Hamilton Model Works, Hamilton, gasoline engines.  
 Hamilton Whip Co., Hamilton, whips.  
 Hart & Riddell, Toronto, manufacturing stationers.  
 Hart Emery Wheel Co., Limited, Hamilton, abrasive wheels and abrasive machinery.  
 Kinleith Paper Company, Limited, St. Catharines, book, writing and cover paper.  
 Leckie, John, Limited, Toronto, sails, fishing tackle, etc.  
 London Foundry Co., Limited, The, London, iron castings, portable forges, sundry small wares and machinery.  
 McLean, R. G., Toronto, printer and publisher.  
 McGregor & McIntyre, Toronto, iron and steel work.

Meriden Britannia Co., Limited, Hamilton, silver-plated, hollow and flat ware, casket hardware.  
 Methodist Book and Publishing House, Toronto, books and printing.  
 Meyer Bros., Toronto, laundry machinery and "Queen" stoves.  
 Morden Mfg. Co., Toronto, automatic check books, letter files.  
 Morton Company, Limited, The, Toronto, shipping tags, invoice tags, counter check books.  
 Norsworthy, C., St. Thomas, boilers, engines, brick and felt machinery, handle machinery, piano plates.  
 Oliver & Sons, Limited, J., Ottawa, furniture, etc.  
 Ontario Tack Co., Limited, The, Hamilton, wire, wire nails, tacks, etc.  
 Otterville Mfg. Co., Limited, Otterville, hardware specialties.  
 Packard Electric Co., Limited, The, St. Catharines, incandescent lamps, transformers.  
 Palmerston Carriage Co., Limited, Palmerston, carriages and sleighs.  
 Philips, E. J., Toronto, steam specialties, cyclone grate bars.  
 Pilgrim Bros. & Co., Hamilton, mineral waters, carbonated beverages.  
 Queen City Oil Co., Limited, The, Toronto.  
 St. Charles Condensing Co., Ingersoll, condensed milk, "St. Charles Evaporated Cream."  
 Schultz Bros. Company, Limited, The, Brantford, builders' supplies.  
 Spramotor Co., London, spramotors, painting machinery, etc.  
 Standard Paint and Varnish Works Co., Limited, Windsor, paints, varnishes and enamels.  
 Stearns & Co., F., Windsor, pharmaceutical druggists' specialties.  
 Sydenham Glass Co., Limited, Wallaceburg, glassware.  
 Telfer Mfg. Co., The, Toronto, paper boxes and paper pails.  
 Vigars & Co., Port Arthur, lumber, saw-mill.  
 Wheeler & Bain, Toronto, hot air furnaces and galvanized iron works.  
 Willson Carbide Works Co., St. Catharines, carbide of calcium.  
 Windsor Turned Goods Co., Limited, Windsor, rims, runners, shafts, bows, hubs, spokes, handles, etc.

## QUEBEC.

Came, F. E., Montreal, railway specialties.  
 Christie & Co., J., Montreal, aerated waters.  
 Grindrod & Co., A. L., Sherbrooke, wool-lens, tweeds, etc.  
 Long, George, Sherbrooke, sashes, doors, blinds.  
 Smith, Richard, Sherbrooke, machinery for paper and pulp mills.  
 St. Lawrence Portland Cement Co., Montreal, high-grade artificial and silica portland cements.

## NEW BRUNSWICK.

Allan Foundry & Machine Works, St. John, steam engines, mill machinery, stone cutting and polishing machinery, architectural iron works, etc.  
 Brown Paper Box and Paper Co., Limited, B. F., St. John.  
 Cushing & Co.,<sup>5c</sup> Andre, St. John, lumber and pulp.  
 Fleming, James, St. John, saw mill machinery.  
 Flewelling Mfg. Co., Limited, G. and G., The, St. John, matches, boxes, wash-boards.  
 Fowler Co., Limited, Josiah, The, St. John, axes, springs, axles, edge tools, and hammers.  
 Maritime Nail Co., Limited, St. John.  
 McFarlane, Neil, Mfg. Co., Fredericton, harness.  
 McAvity & Son, T. A., St. John, steam fitting supplies and tools.  
 Palmer John, Fredericton, oil tanned moccasins, shoe pacs, boots and shoes, shoe leathers.  
 Pender James, St. John, wire nails.  
 Simms & Co., Limited, T. S., St. John, brushes.  
 St. John Iron Works, Limited, St. John, engines, boilers.  
 Thorne & Co., Limited, W. H., St. John, wire nails and spikes.  
 White Candy Co., Limited, The, St. John, chocolates, bon bons and general confectionery.

## NOVA SCOTIA.

Amherst Foundry & Heating Co., Amherst, hot air furnaces, stoves, ranges, saw-mill machinery.  
 Boak & Co., Geo. E., Halifax, dry and pickled salt water fish.  
 Collas, Whitman & Co., Halifax, fish exporters and general merchants.  
 Corbett & Co., F. D., Halifax, matches—Chase's "Eureka," Friction Matches.  
 Christie Bros. & Co., Amherst, springs, axles, coffins, caskets.  
 Nova Scotia Furnishing Co., Halifax.  
 Moir, Sons & Co., Halifax, general confectionery.  
 Longard Bros., Halifax, machine shop.  
 Whitman, Arthur N., Halifax.

The above applications were proposed by the following members:

Membership Committee .....	69
J. O. Thorn .....	5
P. W. Ellis .....	2
John McFarlane .....	2
J. J. McGill .....	1
J. D. Rolland .....	1
W. E. Harris .....	1
G. H. Hees .....	1
A. W. Thomas .....	1
John Tilden .....	1
J. H. Lavallee .....	1
W. K. George .....	1
Wm. Stone .....	1
Total .....	87



# Industrial Canada.

Issued about the middle of every month by  
The Canadian Manufacturers' Association.

INDUSTRIAL CANADA is sent free to all members of the Association. The fee for membership is \$10 per annum, payable in advance.

Subscription to non-members, \$1.00 per annum, payable in advance.

## OFFICERS OF THE ASSOCIATION, 1900.

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Address all communications respecting subscription, advertising rates, etc., to

SECRETARY,  
Canadian Manufacturers' Association,  
Board of Trade Building,  
Toronto.

## TORONTO, APRIL 22, 1901.

### Canadians, Wake up!

The following extract is from a letter received from a Canadian resident in South Africa and doing a good business for some Canadian houses, and who has been trying to interest other Canadian firms in that market. His remarks are worthy of note and form an interesting commentary on the business methods by which some Canadian houses are seeking to secure a foreign trade:

"I received the book you sent 'O.K.' It will come in very handy. Lord! our Canadian manufacturers are slow. For every inquiry I have had from a Canadian firm, I have had two from an American. How they get their information, too, is a mystery. They appear to know all about me, and, to do them justice, they know how to establish an agency; not like the home firms who send one catalogue and a discount sheet—for a very few articles in same. The prices quoted are at their factory: No information as to rates to port, weight of articles, or how packed, whereas, one American firm expressed a box of catalogues, complete price lists, discount sheets, etc., offered to send samples, give prices f.o.b. New York or Montreal, liberal terms, weights, etc., and for this firm I have already placed two orders. I am afraid our manu-

facturers are too much like the British officer—'It takes a tonic to move them.'"

Any Canadian manufacturer knows how hard he has to fight to hold and extend his trade at home. Travellers are sent out, careful advertising resorted to, catalogues and price lists sent, the fullest information furnished relative to shipping and cost delivered, and every precaution taken to provide prompt and satisfactory delivery.

This is done to hold trade in our own country, where our competitors are known, where, generally speaking, some tariff (however slight) exists against imported goods. Is it reasonable to suppose that trade will be easier to secure and extend in a foreign country open to the producing countries of the world, on a footing of perfect equality? Certainly not. Then our Canadian manufacturers should decide whether or not they are desirous of a share in the world's international trade; if they are, let them at once prepare to carry it on with at least as much thought and foresight as they would their domestic business; if they do not desire it, then the sending of one catalogue without price list or any other information is just so much trouble wasted. One policy or the other is required, either aggressive business-like pursuit of the desired market, or conservation of energy on home trade.

### Technical Education.

The Association has two representatives on the Board of the Toronto Technical School, and they have recently been honored by the board by being appointed two of four delegates to visit the leading technical schools of the United States for the purpose of reporting upon the possibility of improvement here. Our representatives are Messrs. R. Y. Ellis and J. O. Orr, and they should, during their visit, gain much information that will be of service to them in recommending a course for the manufacturers to adopt on this important subject.

### Eastern Manufacturers.

As a glance at the list of new members in another column will show, the Association has been strengthened this month by the addition of not a few from the Maritime Provinces. This increase, together with that of last month in the western Provinces, emphasizes in no unmistakable manner the national character of the Association and the growing unity of Canadian manufacturers for the common objects of conserving and developing Canadian industries.

The Association already has executive branches in several of the large cities of Canada outside of Toronto and Montreal; but, owing to the large increase of membership this year, it is expected more will be added, and those already established will be more thoroughly organized so as to render them more effective in looking after local interests and furthering the work of the Association as a whole.

The fact that the Association now contains in its membership nearly all the principal manufacturers of Canada should be gratifying to the members for several reasons. One of these is that it will render the Canadian Trade Index, now being prepared by the Association, a reliable directory of the leading manufacturing concerns in the country, and thus one which will commend itself to foreign buyers. In this way members in all the Provinces will be benefited.

The reduction of the minimum weights on carloads of musical instruments is another result of the valuable work that has been carried on by the Railway and Transportation Committee.

## THE METROPOLITAN RAILWAY BILL.

During the past month the Toronto branch of the Association has been interested in the discussion of the Metropolitan Railway Bill introduced in the Local Legislature, to provide for the granting of certain rights and privileges to the Metropolitan Railway Co. over the streets of Toronto. The company asked for the right to connect its tracks with the C. P. R., also with the Toronto Street Railway, and to have the privilege of running both freight and passenger cars over all the Toronto Railway Co.'s tracks.

In the first instance, the rights were to be granted in perpetuity, although afterwards this feature was modified.

The Executive of the Toronto branch, therefore, felt that this was a most important matter, and sent representatives to appear before the City Council to urge on that body that it should insist upon the municipality retaining proper control over its own streets.

A resolution was submitted to that effect to the City Council, and presented by Messrs. J. P. Murray, J. O. Thorn and the secretary.

Subsequently a meeting of all the members of The Toronto Branch was called, and the matter was thoroughly discussed. The action of the Executive in appearing before the City Council was endorsed, and a committee appointed to appear before the Railway Committee of the Provincial Legislature to urge upon it the vital importance of the municipality having power to provide for the adequate control and safety of its streets, and also that in the present instance the city of Toronto should not be compelled to enter into any hasty agreement.

This resolution was presented in the Railway Committee by Messrs. W. K. George, chairman, J. O. Thorn, John Wanless and L. G. Amsden.

The Bill hung fire for a length of time in the Railway Committee and also in the Legislature, but, owing to the amount of public opinion that was aroused in connection with it, has finally been left over to be dealt with at a subsequent session.



## EXPORT SHIPPING.

ASSISTANCE BY THE ASSOCIATION.

FOR some time past the attention of the members of the Association has been directed to the important question of shipping, especially in relation to export goods. The difficulties attending prompt and economical shipment to foreign countries, in the case of those firms who are not doing an extensive business to these countries, are considerable, and the question has been mooted whether or not the Association could not establish a shipping branch which would be in a position to handle more economically and promptly the goods consigned to it by members for foreign distribution.

Such a branch is already in existence in the National Association of Manufacturers of the United States, and has been there managed with the greatest success. It is calculated that a saving of almost 15 per cent. to the members results from their use of this shipping bureau.

This has led to a discussion of the possibility of the establishment of a similar branch in Canada. The difficulties here are greater, however. Comparatively speaking, our manufacturers are much more widely distributed than in the United States, and their shipping is done from a very great number of ports.

Again, the volume of business to be handled in such a way is comparatively much smaller in Canada than in the republic to the south, and, consequently, it is questionable whether there would be sufficient freight to successfully maintain such a branch.

The idea in the minds of those who have had the matter under consideration was that a special branch of the Association should be established whereby one expert shipper could keep continually in view the most economical methods of shipment from all the various ports with a view to handling the consignments of members at any time.

It was further believed that the large volume of freight that would be obtained in this way would enable the Association to obtain a more favorable rate both of transportation and of insurance than could be obtained by the individuals themselves, and thus enable the carrying on of the business without incurring any additional expense.

Whether the establishment of this branch will be possible or not, and whether it could be made self-sustaining through the handling of carload shipments of members, is a question which will have to be carefully considered prior to any step being taken towards its establishment.

Certain it is that if this work were undertaken it would have to be efficiently done at all the large shipping ports of Canada, and on this subject it will be necessary to have a consensus of opinion of the manufacturers who are interested.

It has, however, brought out this fact that to a great number of our members accurate and reliable shipping information would be of the greatest value, and consequently it has been decided to establish a department in INDUSTRIAL CANADA giving each month the sailings of the principal vessels from the various ports that are used by Canadian shippers; also the dates for departure of mails and other shipping information of a practical nature so that each member will find his INDUSTRIAL CANADA bringing him a resume of the shipping information for the month such as comes now from a variety of sources in the way of circulars from the different commercial agents.

A cordial invitation is extended to any of the members who may be interested in this subject to express their views as to the possibility of carrying out joint shipping through the Association.

### WORK OF MONTREAL EXECUTIVE.

The Executive Committee of the Montreal branch of the Association has not been idle during the past month.

The Bill that was presented in the local Legislature of Quebec, providing for the engagement in every municipality of a boiler inspector, whose salary should be paid by those whose boilers were inspected, was a measure calculated to place an additional burden upon all those manufacturers who are now having their boilers satisfactorily examined by a boiler inspection and insurance company.

Strong opposition was, therefore, made to this Bill, and it has been laid over for a future session.

The Montreal Executive also held a meeting on Tuesday, April 16, to consider Senate Bill "E," to amend the Trade Mark and Design Act. They took a strong ground in opposition to this Bill, and a resolution was passed confirming the position taken by the Parliamentary Committee of the Association at Toronto, and authorizing the secretary to appear on behalf of the Montreal local branch as well.

Discussion also took place as to the advisability of holding some open meetings in the city of Montreal in the near future, and announcement of this will be made in the next issue.

The manufacturers in Montreal are just beginning to realize that the Association is entirely a Canadian one, and that its interests are not confined to the city in which its head office happens to be, for the time, situated.

### INSPECTION OF ELECTRIC METERS.

For some time there has been considerable dissatisfaction expressed with the system of inspection of electric meters for power and light purposes. While owners of gas meters were permitted to be present or to be represented by an agent when their meters were inspected, this privilege has not been given in law to holders of electric meters, and the ruling of the inspector was that no one should be permitted to be present at such inspection.

The matter was brought up at a meeting of the Toronto branch of the Association, and the secretary instructed to forward a strong letter to the Department of Inland Revenue, pointing out the advisability of having the important work of inspection done in as open and public a manner as possible. The matter was also followed up by a personal visit of the secretary to Ottawa on the subject.

The result has been the receipt of a letter from the Department announcing that it has never been its intention to have this inspection conducted in secret, and stating that a circular is being prepared to send to all inspectors of electric meters to the effect that the owners of such meters shall be permitted to be present, or be represented at the inspection, in the same way and under the same regulations as holders of gas meters are at the present time.

This announcement has been received with interest by a number of parties using electricity for either power or light purposes.

### CRUDE OIL AND BENZINE.

The meeting of the Executive Committee which fully discussed the oil question was a most representative one, and the pronouncement of the Association had no uncertain sound to the effect that the Canadian oil industry was entitled to fair and legitimate protection.

Since that discussion a number of letters have been received from manufacturers pointing out certain facts which, however, affect only the merchandising and refining of the oil, and do not bear so particularly on the question of crude oil production.

This has been in connection with the prices charged for fuel oil, benzine and other products used by manufacturers in their different factories. Objection has been taken by a number of members of the Association to the way in which they had been charged with respect to the supply of these commodities.

Whether or not they are correct, or whether it is a matter which the Association can best deal with, has to be judged by the members of the Association itself. The question has, however, been brought forward by certain members of our Executive Committee, and will have to be discussed before one of the Committees of the Association.

In the meantime the members are asked to fully express themselves as to their views upon this subject. The meeting for the discussion of this subject will take place on or about Thursday, May 2.



# THE OIL QUESTION.

DISCUSSED BEFORE THE EXECUTIVE.

IT is impossible in the space at our disposal to give a complete report of the discussion of this important subject before the Executive, and it is also difficult in condensing a report of such a debateable subject to do full justice to both sides of the question. All that is attempted herewith is to give such a sketch of the various arguments brought forward as to show to the members of this Association the grounds upon which their representatives in the Executive Committee decided to reject the resolution, asking the Government to remove the duty on oil, and to substitute one in its place, stating that the facts did not sufficiently show that the prices of oil had been unduly enhanced as a result of the duty, and that no legislation should be adopted prior to a full investigation of the conditions of the oil industry.

Messrs. Smallman, Clarkson, Thorn, McNaught, Burton, Bertram, Birge, Ellis and others of the Executive took part in the discussion. Messrs. Samuel Rogers and A. S. Rogers, of the Queen City Oil Co., were also present to furnish information to the committee.

In support of the resolution it was argued that half of the oil used in Canada was imported, as shown by the Government statistics of 1891 which then estimated the amount of oil production in Canada. It was further argued that the element of competition in the Canadian oil industry had been removed because the Standard Oil Co. in 1898 bought up every Canadian refinery and closed them down. That, Mr. Fitzgerald had stated before a committee of Parliament a year ago when two-thirds of the oil industry was in the hands of the United States firms and the proof of this had been shown in the manipulation of freight rates a year ago. Invoices were produced showing a price of 9½c. per gallon in June, 1894, and of 16c. a year ago; also the price for benzine under date of February 12, 1898 of 9½c. per gallon and of 18c. on December, 1899.

Certain objections were also raised to the way in which manufacturers requiring fuel-oil had been treated since the entrance of the Standard Oil Co. into Canada.

On the other hand, it was contended that the Standard Oil Co. had not formed a trust in Canada, but that the Imperial Oil Co. is a Canadian corporation working under Canadian laws and holding a Canadian charter, that the majority of its directors are Canadian and that many of its stock-holders have held stock in it since its formation, 22 years ago, and do to the present time.

It was denied that the Standard Oil Co. controlled the industry. While some mem-

bers of the Standard Oil Co. hold stock in the Imperial Oil Co. it was also a fact that not more than 8 per cent. of the whole oil-producing industry is owned and controlled by the Imperial Oil Co. and its members, and of that 8 per cent. less than 2 per cent. is owned and controlled by the Imperial Oil Co., and not \$1 by the Standard Oil Co. outside of its interest in the Imperial Oil Co.

It was pointed out that a large tract of Canadian country is devoted to this industry in which there are now being operated 10,000 wells, the iron casings, pumps and drilling of which alone represent upwards of \$3,000,000 of capital, to which would have to be added the value of the lands and machinery used in operating these wells, which is fully as much more.

That altogether the industry supported from 8,000 to 10,000 people, and that several other Canadian industries, such as the barrel industry, manufacturers of piping, chemical industry and others were in great measure dependent upon the oil business.

Further, it was contended that the price had not been unduly enhanced, that the invoices which had been produced were from picked dates, whereas as a matter of fact the price of oil had fluctuated up and down for a number of years past entirely independent of any trust, and that, as a matter of fact, oil was being sold in Canada cheaper than prior to the date of the entrance of The Standard Oil Co.

The reason why the consumers pay 25c. per gallon for their oil was not the duty, but the profit charged by the retailer. The statement that half the oil in the country was imported was incorrect, for the output of Canadian crude is placed at 26,500 gallons, so that the total proportion of United States imports would be about 28 per cent. of the whole.

Other discussion took place indicative of the fact that the oil question is a large one, and that it comprises different features. First, there is the production of the crude oil; second, the refining of the same, and, third, the merchandising. While it is not disputed that the Standard Oil Co. has an interest in the refining and in the distribution, it has practically no control of the production of the crude article, which was in the hands of Canadian firms. That, therefore, no legislation should be called for which would imperil this thoroughly Canadian industry without the fullest knowledge of all the facts relating to the case.

Hence the resolution proposed by Mr. J. F. Ellis, seconded by Mr. P. H. Burton, as given in the minutes, was carried, and the original motion of Mr. Clarkson defeated.

## THE ANNUAL MEETING TO BE HELD IN MONTREAL.

The report of the Industry and Membership Committee to the Executive this month was of particular interest. As usual, a goodly list of applications for membership were received, and this time a record number was reached, as 88 applications were recommended for membership.

Further, the committee recommended that the Executive should now decide as to the place of holding the annual meeting, in order that satisfactory arrangements could be made, and also recommended that the invitation of the Montreal Executive to the Association to hold the annual meeting there should be accepted.

This recommendation of the committee was unanimously adopted, and the annual meeting of the Association will be held in the city of Montreal, provided satisfactory arrangements can be made. It will probably take place in the month of September, and definite announcement on this point will be made at the next Executive meeting.

The members of the Association will, therefore, please keep this date in mind and endeavor to so arrange their business engagements that it will be possible for them to attend the convention of manufacturers in Montreal in September next. Last year, the annual meeting of the Association was a pronounced success, and was closed by a banquet, at which 300 manufacturers were present. The membership of our Association is more than double what it was at that time, so that we have every reason to expect that the next annual meeting in the city of Montreal will be by far the largest and most important ever held by the Association.

## SOUTH AMERICA AS A FIELD FOR ENTERPRISE.

This is the title of a pamphlet issued by the editors of The South American Journal, which is now in its second edition. It contains a number of facts about the trade resources and business opportunities in South and Central America and Mexico, with tables of moneys, weights and measures in use in those countries, postal guide, etc. The publishers have kindly sent the Association a number of copies for distribution among the members, which may be had on application to the secretary at Toronto.

In times of adversity the manufacturer who has built up a foreign trade is more securely established than he who depends upon the domestic market.



## AUSTRALIAN TRADE POSSIBILITIES.

### Another Australian Buyer Visits The Association.

IN the last issue of "Industrial Canada" mention was made of the assistance which this Association had been able to render Mr. Charles Dobson, of Sydney, Australia, in his efforts to establish connections with Canadian firms and open up an export trade from Canada to his country. This was the fifth strong buyer from Australia that the Association had been able to introduce to Canadian firms in the course of the year.

During the past month still another of Australia's buyers, who, it is worthy to note, are now coming to Canada in increasing numbers, arrived at the office of the Association in Toronto. This gentleman was Mr. William McLean, a prominent commission merchant of Melbourne, Australia. The object of his visit to Canada was to extend Canadian trade in Australia, and in this he was largely successful, having secured representation of several firms, both in Toronto and Montreal.

In interviews on the subject of Australian trade conditions, published in the various Toronto and Montreal papers, Mr. McLean expressed great confidence in Canada's ability to open up a trade with that country. "Up to the present," he said to The Montreal Daily Herald, "practically the only goods handled by us are agricultural machinery. Canada and her output are practically unknown. We have been drawing our supplies mainly from the Old Country. Now, I find, that there are many lines which we could take from Canada. For instance, you can supply us with car-

riages; cotton goods, too, you ought to be able to sell us; then there are rubber goods, such as overshoes, etc.; lumber you have lots of and we need it; in a year or two you ought to be able to supply us with iron. Paper, too, especially newspaper, you should be able to lay down for us." He stated further that Canada is coming to the front in pianos, agricultural implements, enamelled ware, and the higher grades of furniture, trade in which articles would doubtless undergo a great development in the near future.

Mr. McLean is strongly in favor of a mutual preferential tariff within the British Empire and the imposition of reasonable duties on goods imported into the Empire from other countries. He thinks that the two great colonies, Canada and Australia, hold the key to the situation and that a united demand by them for a preference in the British markets might lead to something tangible.

The transportation question he considered an important problem in regard to trade with Australia. There would have to be a direct line, say, monthly, from an Atlantic port, Halifax or Montreal, to Australia. He saw nothing for it but that the Canadian Government should subsidize a line. The return cargoes would consist mostly of sugar, wool, tallow and tin.

Mr. McLean expressed his hearty appreciation of the services rendered him by the secretary of the Canadian Manufacturers' Association, in affording him every facility for prosecuting his inquiries into trade conditions in Canada.

The plan of carrying on business with the United States firms through the United Exporters and Traders' Association is as follows: All orders for the United States are sent to the association for distribution among the commercial people designated. The Association looks after the transport to New York, also the payment of invoices. The manufacturer or the association draws on the customer at 60 or 90 days, or at 30 days on Bastin De Bruyn himself, in which case the draft on himself is attached to the documents and sent to his bank at Antwerp, which will accept it. In matters of payment then the manufacturers may be quite confident.

This Association has been able to render Bastin De Bruyn some assistance by furnishing him with lists of Canadian manufacturers. To carry out his proposal, however, that the Association make similar arrangement for Canada as the United Exporters and Traders' Association for the United States would be somewhat of a new departure in the Association's work and requires careful consideration.

### NEW CATALOGUES RECEIVED.

Price list, Mat and Matting Works, Cobourg, Ont.

The Canadian Carriage Co. Monthly, Brockville, Ont.

The Tolton pea harvester, manufactured by Tolton Bros., Guelph, Ont.

Catalogue and price list of the Canadian Oiled Clothing Co., Toronto, Ont.

Price list, St. Augustine communion wine, manufactured by J. S. Hamilton & Co., Brantford, Ont.

Catalogue and price list, illustrated, of the Ontario Silver Company, Limited, Niagara Falls, Ont.

Illustrated catalogue of the Thomas organs, manufactured by the Thomas Organ and Piano Co., Woodstock, Ont.

Catalogue of the Doherty organs, W. J. Doherty & Co., Clinton, Ont., neatly arranged and well illustrated.

Catalogue of the Canada and Ontario Radiators manufactured by the Canadian Radiator Company, Toronto.

Catalogue and price list of some new lines of art furniture manufactured by Menzie-Turner, Limited, Toronto.

1901 catalogue of cultivating, harvesting and haying machinery manufactured by The Frost & Wood Company, Smith's Falls, Ont.

The James Smart Manufacturing Co., Brockville, Ont., have sent us their illus-

### A SUGGESTION FROM BELGIUM.

D. Treau DeCoeli, Canadian Government commercial agent in Antwerp, Belgium, in a letter to the Secretary of the Association offers an important suggestion. He states that large quantities of different goods from the United States are sold there, some of them much inferior to what we have in Canada. Two articles in particular, axes and axe handles, he declares "extra bad." He is certain that if Canadian goods were seen they would at once be preferred, but in order to convince traders there of their superiority, they should have an opportunity to see them and judge for themselves. The same remarks apply to other goods besides axes and axe handles. To obtain the desired results he suggests that a sample-room of articles that could be exported from Canada should be attached to his office. As a guide, the United States goods now on the market could be taken and those handling them be invited to examine the Canadian article. In such a way he is confident a trade could be worked up. The expense connected with such a sample-room, including rent, etc., would not be over \$200, and might be borne by the Department of Trade and Commerce.

### A SIMILAR SUGGESTION.

Since receiving the communication mentioned above, from the Canadian Trade Commissioner in Belgium, the secretary has received another letter from Bastin De Bruyn, of Brussels, Belgium, who has a somewhat similar proposition. This gentleman is already agent for a large number of United States firms who carry on their business with him through the United Exporters and Traders' Association of America, New York.

To still further extend his agency business in Belgium, Bastin De Bruyn intends to establish in the near future a permanent exhibition at Brussels, in which samples of his clients' goods will be exhibited. The fees charged for space in the exhibition will be merely sufficient to cover the expenses incurred, as all profits will be derived from increased sales only. He has formed a partnership with another gentleman in Brussels who is in the commission business, and so hopes to be able to devote his whole time to the management of the exhibition. He has also engaged the services of competent travellers in several branches whom he knows to be conscientious workers



trated catalogue of hardware of every description, manufactured by them; also illustrated catalogue and wholesale price list of stoves, ranges and hollow ware, etc.

Illustrated 1901 annual catalogue of Peter Hamilton Manufacturing Company, Peterborough, Ont., manufacturers of harvesting machinery.

The Toronto Wire and Iron Works (Geo. B. Meadows), Toronto, manufacturers of wire cloth and wire work of all descriptions, have sent us their catalogue.

1901 catalogue of walking and riding plows, harrows, etc., manufactured by The Perrin Plow Company, of Smith's Falls, Limited, Smith's Falls, Ont.

The Whitman & Barnes Mfg. Co., St. Catharines, Ont., manufacturers of mower knives, mower and reaper sections, twist drills, wrenches, etc.; also special catalogue of hammers manufactured.

Catalogue and price list of marine, stationary and vehicle gas and gasoline motors, manufactured by the Hamilton Model Works, Hamilton, Ont.

Andrew Malcolm, Kincardine, Ont., illustrated catalogue and price list of various lines of house furniture; also catalogue of roll and flat-top desks.

The Canada Paint Co., Limited, whose factories are situated at Montreal, Toronto and St. Malo, have sent us three different catalogues, descriptive of their products.

Illustrated catalogue and price list of the Windsor Turned Goods Company, Limited, Windsor, Ont., manufacturers of rims, runners, hubs, handles and turned goods of all kinds.

The Picassville Foundry, Somerset, Que., have sent us the following illustrated catalogues of articles they manufacture: Apparatus required for butter and cheese factories,

castings and hardwares of all kinds, "Vulcan" turbine water wheels, machinery, steam boilers, sawmill machinery, etc.

The McClary Mfg. Company, London, the following catalogues: Hotel and domestic steel cooking ranges, various lines of enamelled ware, oil heating stoves, and heating stoves.

The Thos. Davidson Mfg. Co., Limited, Montreal, Canada, manufacturers of steel enamelled wares, have sent us their export catalogue, containing full descriptions of the many articles made by them.

**Spain's Trade.**—A somewhat belated consular report for 1899 shows Spain's imports to amount to £41,815,000, exports £34,574,000, or an increase in the total value of foreign trade over 1898 of 10½ millions sterling. All things considered this is not so bad for a decaying nation, as Spain is popularly supposed to be.

## FOREIGN TRADE NEWS.

### TRADE INQUIRIES.

*NOTE.*—For further information regarding any inquiry mentioned on this page, apply to the Secretary, at Toronto.

**Anchovies.**—An English firm makes inquiry for names of Canadian firms who can supply anchovies (not spiced) in 28-lb. tins.

**Calf and Goat Skins.**—Inquiry from a firm at Tangiers, Morocco, desiring goat and calf skins.

**Canned Meats.**—A selling agent in South England, with a good connection among large wholesale and export firms, desires to be placed in touch with Canadian packers of canned meats (especially pigs' tongues).

**Canned Yolks of Eggs.**—A London (Eng.) firm asks for names of Canadian exporters of canned yolks of eggs.

**Cereals and Produce.**—An Aberdeen firm of merchants are desirous of being placed in communication with shippers of Canadian cereals and produce.

**Cod, Salted.**—A London firm make inquiry for Canadian shippers who can supply salted cod and ling in boxes (cut in pieces 6 in. by 3 in.).

**Cotton Wood.**—Inquiry from an Italian firm for quotations on Canadian cotton-wood.

**Cured Codfish.**—A Leith (Scotland) firm thinks a good trade could be done in cured codfish, boneless, skins and fins off, put up in 1-lb. parcels and packed in 40-lb. cases, by Canadian houses, as Newfoundland shippers are sending large consignments over.

**Enamelled Ware.**—A house in Malta desires to be placed in communication with Canadian manufacturers of enamelled ware.

**Flour.**—Inquiry from a West Indian buyer who desires to be placed in communication with Canadian shippers of flour.

**Fruit.**—Inquiry for names of some first-class exporters of fruit from Canada from a correspondent at Cologne who is in a position to dispose of large quantities.

**Graphite.**—A London firm, largely interested in graphite, is prepared to hear from Canadian producers of the mineral.

**Handles.**—An English (Midlands) broom and brush manufacturer asks for names of Canadian manufacturers who can supply handles.

**Hop-Sets (Goldings).**—A correspondent in the South of England asks to be placed in communication with parties in British Columbia from whom he can purchase hop-sets (Goldings).

**Linseed Cake.**—The names of Canadian linseed crushers who have cake for export are inquired for by a London firm.

**Manganese Ores.**—A London firm in touch with consumers of manganese ores invites correspondences from Canadian producers of same.

**Mineral Ores.**—A Midlands firm, buying minerals and ores of all kinds, wishes to hear from Canadian shippers of lead, silver, copper, iron, etc.

**Nets (Trawl).**—The names of Canadian makers of trawl nets are asked for.

**Rope and Twine.**—Inquiry from the Commercial Intelligence Bureau, Limited, London, for Canadian manufacturers of rope and twine, and stating that there are prospects of important trade in these articles.

**Seal Oil.**—Inquiry is made by a European house for Canadian exporters of seal oil. Liberal advances offered on consignments.

**Smoked Salmon in Oil.**—Inquiry from a London firm for Canadian shippers.

**Tanning and Leather Trade.**—An Irish correspondent of the High Commissioner with fair capital inquired through the Dominion Government agency for information regarding the tanning and leather trade in Canada, both in respect to the manufacture of sole leather and dressed goods.



**Tares.**—A London agent is inquiring for exporters of good tares from Canada for feeding purposes, there being a demand both in the city and on the continent.

**Veneered Circles.**—A Russian firm wishes to hear from any Canadian manufacturer who can supply the veneered circles used in the production of Vienna chairs.

**Wood Discs.**—A London firm is desirous of importing from Canada small wood discs, such as are used in tops of corks in mineral waters. They are usually packed up in barrels containing 500 gross each. If suitable prices were quoted, quantities of 100 to 150 barrels could be taken at a time.

### DEMAND FOR CANADIAN MANUFACTURES IN SOUTH AUSTRALIA.

A COPY of last year's Trade Index has found its way into the hands of one of the largest commission houses in South Australia, who have communicated with the Association with reference to obtaining Canadian agencies for Australia and have returned a marked copy of the Index indicating the lines they would like to take up.

The following are the articles marked as likely to find a good market in Australia: Agate and granite ware, apple parers, automobiles, axes, axles (carriage and wagon), bamboo goods, bedsteads (brass and iron), leather belting, binder twine, biscuits, blackings, blue-washing, bolts, boots, brooms, brushies, buttons, carpets, chains (bicycle), chocolate, cocoa, cutlery, revolving doors, dyes, dye stuffs, electric light and gas fixtures, electro-plate goods, enamelled ware novelties, fancy goods, fencing, forks, house furniture, glass, grates, hams, handles, hardware, hinges, hoes, hat and coat hooks, horseshoes, fire hose, inks, bar iron, corrugated iron, lamps, white lead, boot and shoe leather, dull chrome leather, harness and carriage leather, dressed lumber, matches, meters, picture and room mouldings, nails, neckties, nuts and bolts, office furniture, oil, oilcloths, engine packing, paints, paper, photo mounts, lead pipe, pipe, plaster, railway supplies, rivets, sausage casings, saws, screws, shoes, shovels, sinks, soap, soda-water supplies, spades, tacks, undertakers' supplies, utensils, valves, varnishes, vaults, wall paper, waste cotton, wire, wire goods.

The firm is desirous of being placed in communication with some Canadian manufacturers of these lines who wish to export to Australia, and would like to receive full illustrated price lists and catalogues from the various manufacturers. The terms on which they prefer to do business are that their firm should receive a commission of 5 per cent. on all orders sent by them to Canada, the Canadian firm to draw against

shipping documents for any goods forwarded, say, at 60 days' sight.

This firm, we understand, is one of the best houses in Southern Australia, already doing a large commission business there. If any of our members wish to communicate with them, we shall be glad, on request, to furnish them with the name and address.

### CANADIAN FLOUR IN THE WEST INDIES,

Messrs. Henderson & Potts, members in Halifax, N.S., have kindly forwarded us an inquiry from one of their customers in Antigua, West Indies, for Canadian exporters of flour. If any of our members wish to be placed in communication with this firm we shall be pleased, on request, to furnish the name and address.

### REPRESENTATION AT THE GLASGOW EXHIBITION.

Mr. A. I. Burrows, Liverpool, who is well acquainted with the furniture trade, and has a good connection with the trade in England, wishes to represent some good Canadian firm at the Glasgow Exhibition. If any of our members wish to avail themselves of Mr. Burrows' services we shall be glad to place them in communication with him.

### ITALIAN AGENTS.

A firm of commission agents in Turin, Italy, is desirous of representing first-class Canadian houses, and indicates as suitable lines dried apples, tallow, woodenware, hogs' hair and mica.

### INQUIRY FOR OAK PIECES.

A firm in Liverpool, which has made former inquiries, wants prices on the following quantities of white oak, all dry and well sawn, sound and free from sap:

10,000 pieces  $1\frac{3}{4} \times 2\frac{1}{4} \times 29$  in. long.

10,000 pieces  $1\frac{3}{4} \times 2\frac{1}{2} \times 29$  in. long.

10,000 pieces  $2 \times 2\frac{3}{4} \times 29$  in. long.

Delivery, 2,000 of each size per month.

### A SATISFACTORY INCREASE.

The following comparative table, showing the total amounts of Canadian manufactures exported each month for the six months ending December 31 in 1899 and 1900, shows a satisfactory growth:

	1899.	1900.
July.....	\$ 887,469	\$ 923,576
August .....	1,126,681	1,282,945
September.....	1,257,481	1,681,291
October.....	1,216,924	1,582,889
November.....	1,536,969	1,834,154
December.....	1,178,484	1,688,758
Total .....	\$7,204,008	\$8,993,713

### OPENINGS FOR GROCERS' SPECIALTIES AND CARRIAGE PARTS IN ENGLAND.

MR. G. W. Scrivings, of London, England, who has had experience in the hardware and grocery trades, and exports of men's wearing apparel, hats, boots, etc., is about to open an agency business in London, and would like his name brought before the members of the Association. He states that there is a good business to be done in grocers' specialties, such as sauces, prepared foods, fruits, sweets, etc. The same remarks apply to carriage wheels and wheel timber, spokes, hubs, felloes, etc. In the latter goods United States firms are doing a large business, and if Canadian manufacturers can compete in price, there should be a good trade done. For further particulars apply to this office.

### SWEDISH AGENTS SEEK CANADIAN REPRESENTATION.

The Association is in receipt of a communication from Messrs. M. A. Almquist & Co., Sweden, inquiring as to chances for representation of Canadian manufacturers in Sweden. They have been investigating Canadian trade conditions lately, and are confident that good openings await Canadian shippers there. They also send us a copy of their journal in which they give a detailed description of Canada and of its splendid possibilities of industrial development.

### CAN FURNISH INFORMATION.

A good way to secure an entrance for goods into any foreign country is to procure a list of the leading dealers and send them catalogues. If any members desire such lists or any information regarding trade conditions in foreign countries, they can obtain them from the Association on application to the secretary.

### NOTES.

**United States Consolidations.**—During the last two years 102 great consolidations have been organized in the United States with a capitalization of \$2,263,000,000. During the three years preceding only 16 consolidations were effected with a capitalization of \$237,000,000, making the total capitalization for five years \$2,500,000,000. Of this immense sum practically 60 per cent. is watered stock, a fact which debars public and financial confidence. Another sign of danger for the trusts is the appearance of new sugar refineries, new steel mills, new pipe lines and new manufacturing plants, showing that outsiders are coming in with capital, courage and independence.

**The Australian Tariff.**—Australia's problem now is how to collect a sufficient revenue on imports without having her imports cost too much. Heretofore, the colonies raised \$500,000 by taxing them—



selves, but now trade is free between them. This sum must be raised by taxes on imports, and as much more as is required for Government expenses. As Australia is not a manufacturing country, the prices of her imported manufactured goods will necessarily be increased by the amount of the duty levied.

#### South-African Machinery Imports. —

The amount of Canadian exports of machinery and implements to South Africa for 1900 amounted to \$60,000, while that of the United States amounted to \$10,000,000; Canada has room for development here.

#### Boots and Shoes in South Africa. —

South Africa's imports of boots and shoes from all sources amounts to £700,000 per annum. Of this sum the United Kingdom exported to South Africa in 1900 boots and shoes to the value of £614,898. With regard to qualities in the shoes required, a consular agent recently expressed his opinion that, as the climate of South Africa is hot and dry, and the rainfall very scanty, light boots and shoes are usually worn by the inhabitants, and he was confident light shoes, made of black calf, russet calf, white canvas and patent leather, on the ordinary broad and medium toe lasts, would meet with a ready sale in that country, and that laced boots and shoes seemed to be preferred to all kinds. The Customs duty levied on boots and shoes imported into the Cape Colony, Natal, the Orange River Colony and Rhodesia is only 7½ per cent. ad valorem

#### Growth of United States Trade. —

The people of the United States are congratulating themselves on their progress in trade matters. The imports, which in 1890 were \$823,397,726, were in 1900 \$829,052,116; while their exports, which in 1890 were \$857,502,548, were in 1900 \$1,147,050,854, an increase of 72.4 per cent. In 1890 the excess of exports over imports was \$5,654,390; in 1900 it was \$648,998,738.

**Development in North Quebec. —** The Lake St. John district, in the far north of the Province of Quebec, is now undergoing the most remarkable industrial development of any part of Canada. In that district enormous quantities of pulp wood and abundant water power offer splendid facilities for the manufacture of wood pulp, and millions of dollars are now being expended. The Consolidated Pulp and Paper Company of Toronto, Limited, already owners of the Napance mills, have acquired the power rights of the falls of Metabetchouan River, as well as some 474 square miles of timber lands, and this property they propose to develop at once. The immense mills at Chicoutimi are about to be doubled in capacity; and a New York syndicate have just acquired from the Government of Que-

bec the marvellous water power of the Upper Saguenay, which they intend to utilize for operating there the largest pulp mill in the world, at a cost of \$4,000,000 to \$5,000,000. A second company is being formed to operate on the Metabetchouan River, and still another new mill has already commenced operations at Jonquières, immediately south of Lake St. John.

**Another Pulp Company. —** During the past month the Ontario Government has granted concessions to another large pulp company under the name of the Keewatin Power Company, which owns Tunnel Island, at the outlet of the Lake of the Woods, and has constructed a large power dam across the Winnipeg River, at which place it proposes to establish a pulp mill. The company agrees to spend at least \$1,500,000 in the construction and equipment of the mill, and to proceed with the work immediately. The output is to be at least 40,000 tons annually, and on an average of at least 500 hands are to be continuously employed.

### CARELESSNESS OF CANADIAN SHIPPERS.

#### AUSTRALIAN COMMISSIONER'S REPORT.

CANADA is fortunate in having a particularly good commercial agent in Australia, in the person of Mr. J. S. Larke. His reports are always valuable, both for their comprehensive survey of the situation and the insight which they show into the needs of the Australian market with reference to Canadian supply.

In a recent report received this month he calls attention to the steady growth of imports from the United States, evidenced not only by the greatly increased number of travellers from that country, but also by the larger number of Australians who are visiting it in pursuit of business. Trade with Canada, too, is on the increase. Until recently Canada has been neglected, or but hastily touched; too hastily to make business arrangements. But this condition is changing. Now, not only manufacturers' agents visit Canada to secure connections, but heads of mercantile firms go there en route to or returning from England and not unfrequently make purchases of some amount.

#### HINDRANCE TO TRADE.

The following in Mr. Larke's own words speaks for itself:

"A large number of agencies were arranged for Canadian manufacturers last year, and in several instances considerable trial orders have been sent forward. I regret the result has not been in all cases satisfactory. I am not able to know whether the fault has been in all cases due to the Canadian manufacturer. For example, I am advised that goods were ordered which were required to be here in time to complete a contract on the 1st January. A cable is to hand that they were only

shipped from New York on that date; the contractors here have been obliged to go into the open market to purchase supplies for the work, entailing a considerable loss. This delay may not be the fault of the shipper, although the parties here assert that it is. There are cases, however, where there can be little doubt as where letters are written which require an immediate reply and none is received for five months; goods arrive without previous advice and drafts without either invoice or bill of lading. This is clearly the result of carelessness and frequently prevents future orders being given. In other cases there are defects which arise from inexperience of foreign trade but which must be remedied promptly, and the damages caused by them promptly allowed for or all chances of trade are at an end. I have just returned from examining a considerable shipment of goods from Canada against which considerable complaints were made. They were, first, that in a number of lines the goods failed considerably of the sizes specified in the catalogue from which they were ordered, thus bringing them higher in price than German goods which they were intended to replace; covers were too tight, and in some instances they would not go on the vessel for which they were intended, but the most serious drawbacks were the damages caused by defective packing. The cases were strong and the several packages in a case were separated by straw, but the articles in each package were not properly packed, and in the frequent transfers and rolling of the ship on the voyage they rubbed against each other, and in whole cases there is scarcely an article that is not injured. The goods were well liked, but the damages have reduced first-class goods to third-class, or even lower, in value. In similar goods from Germany, which are also nested as these were, each article was packed in excelsior, and in the packages I saw not one was injured. There is a large demand for these goods in Australia, and the Canadian manufacturer can secure a fair share of it if the defects which have been fully explained to him are remedied."

### INSURANCE.

#### Guardian Fire and Life Assurance Co., Limited, of London, England.

Subscribed capital, \$10,000,000.  
Paid-up capital, 5,000,000.  
Invested funds exceed 23,500,000.

E. P. Heaton, Manager, Montreal.  
H. D. P. Armstrong, General Agent, Toronto.  
Mark H. Irish, Inspector.

### CRANES AND FOUNDRY EQUIPMENT

#### E. A. Wallberg, C.E.,

#### TORONTO and MONTREAL.

Cranes (high-grade electric or air), Cupolas, made by the Whiting Foundry Equipment Co., Chicago. Fan System of Heating, Blowers, Forges, Mechanical Draft for Boilers. Catalogues?



## FOREIGN TRADE PAPERS.

Any foreign trade journal whose announcement appears under this heading has inserted a similar announcement in its columns stating that a line addressed to the Canadian Manufacturers' Association will put the writer in touch with Canadian manufacturers in every line.

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*9 New Broad St., London, E. C.*

## MEMBERS' BUSINESS DIRECTORY.

The attention of members is invited to the desirability of having a business card inserted under one or more headings in the following column. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business. A ready reference to the industries represented in the Association is by this means possible.

#### ACCOUNT BOOKS.

**The Brown Brothers, Limited,**  
51-53 Wellington West, TORONTO,  
  
Manufacturers of Account Books, Leather  
Goods, etc. Stationers and Bookbinders.

#### AGRICULTURAL IMPLEMENTS.

**David Maxwell & Sons,**  
ST. MARYS, ONT.  
  
Manufacturers of Harvesting Machines, Stock  
Raisers' Implements and General Farm  
Machinery.

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# INDUSTRIAL CANADA

ISSUED BY

The Canadian Manufacturers' Association.

Vol. I.

TORONTO, MAY 22, 1901.

No. 12.

## *Chemistry in its Relation to the Arts and Manufactures.*

An Interesting Discussion on This Subject at the Second Monthly Dinner.

AT the second monthly dinner held on April 25, at the Temple Cafe, Toronto, about a hundred of the members listened to a very interesting discussion on the above subject.

In addition to the members there were also present: Mayor Howland, of the city of Toronto; Professor Lang, University of Toronto; Professor Ellis, School Practical Science; Professor Goodwin, Ontario School of Mines, Kingston, and Professor Wrong, University of Toronto.

The present, Mr. P. W. Ellis, occupied the chair, and in introducing the first speaker of the evening, Professor Lang, called attention to the importance of paying due attention to the subject of practical chemistry in developing our Canadian industries. In this connection he strongly recommended full and adequate financial support by the Government of education along scientific lines, and expressed the desire that the universities and the manufacturing community should come into closer touch with one another. In reviewing the work of the Association during the past two months, the president pointed out that very substantial progress had been made by the Association and spoke enthusiastically of its prospects for future usefulness. In conclusion Mr. Ellis called on Professor Lang, D.Sc., of the University of Toronto, to address the members.

Professor Lang's address was as follows:

In discussing a subject such as you have asked me to bring before you to-night, it is only possible for me to take up the matter in a general way, more with reference to the industries of Canada, and, at the same time, to consider how best these industries may be benefited and developed by the application to them of sound, general and scientific training. Chemistry may be defined as the science which deals with the composition of matter, and, as all industries of whatever nature involve chemical processes of one kind or another, it may safely be said that no industry can succeed without

chemistry. It would be impossible, and, indeed, out of place, to discuss any special branch or branches of the arts relating to the many interests at work throughout the Dominion, and represented by the members of this Association. We have purely chemical processes being carried on, the making of acids, alkalies and chemicals in London, Ont.; drugs and soaps at our very doors, and explosives in Hamilton. Besides these, there are iron works, steel works at Hamilton and Midland, cement at Owen Sound, paper, pulp, leather, sugar refining and the production of nickel steel. More



PROF. W. R. LANG, D.Sc.,  
University of Toronto.

recent articles of trade, such as carbide, for the making of acetylene for illuminating and heating purposes, carborundum and the metal aluminum are being produced comparatively near at hand. All these industries have been dependent on chemistry, and, as knowledge of that science has increased, so in like manner have processes improved, more perfect articles been produced, and the comforts of life—not to mention wealth—been augmented. To the trained chemist, aided by the engineer and the man of business, we are indebted for this, and on looking back into the lives of

many of this world's greatest chemists—famous in the domain of theoretical chemistry—we find that most of them devoted a no inconsiderable amount of their time and energies to eminently practical points relating to the arts and manufactures. John Dalton, of Manchester, whose atomic theory is, so to speak, the creed of the modern chemist, interested himself in the industries of his native city. To him came the manufacturer and the dyer for information, and he was the universal referee in all matters pertaining to the purity of water and the genuineness of drugs. Playfair, of Edinburgh; Liebig; Hofmann; Thomas Anderson, of Glasgow, whose work on the pyridine bases is classic, all assisted in developing the industrial side of the science, while, on the other hand, we find men who were engaged in technical chemistry contributing to the literature of the times papers on purely theoretical deduction from phenomena observed during the progress of their ordinary avocation. One of the latter—a chemical manufacturer—not only wrote a text book on chemistry, which may be found on the shelves of most university libraries, but contributed an excellent article to a contemporary entitled "On the Advantages of Literature and Philosophy in General, and Especially on the Consistency of Literary and Philosophical with Commercial Pursuits." Looking as far back as 100 years, we find the chemist solving problems of vast industrial and national importance. During the Napoleonic wars, the supply of alkali for the manufacture of soap was cut off as a consequence of hostilities with Spain, from which country it had been almost exclusively imported in the form of "barilla." The prospect of a soap famine was too much even for our Gallic brethren, and a valuable prize was offered by Napoleon for the best method of converting common salt into soda. This reward was gained by Leblanc, and to this day the process bearing his name is in use all over the world. There, the art of the chemist played its part;

Remember the Annual Meeting in Montreal in September.



in the first operation for the conversion of common salt, large quantities of hydrochloric acid were evolved and allowed to escape into the air to the detriment of vegetation and health. This in later years was collected by absorption in large towers filled with coke, over which water was allowed to trickle, and from the acid thus saved is now manufactured bleaching powder and other substances indispensable to the arts. Among the former waste products might be mentioned "soda waste," produced during the Leblanc process, and which for years was neglected as useless. Now the chemist, by a simple and cheap process, in which atmospheric air and the waste acid before referred to play the principal part, obtains from it quantities of sulphur previously looked upon as irreclaimable. Again, we find that furnace gases can be utilized instead of being dissipated into the air, and the production of useful chemicals in this manner bears favorable comparison with the output of the main product aimed at.

Briefly, then, let us consider for a few moments some of the advances that chemistry has assisted to bring about in the direction of producing new commercial articles and utilizing available material. The iron and steel industries in Ontario bid fair to be reckoned soon among the largest in the world; the pulp output, too, is enormous, and the supply of raw material almost inexhaustible. The chief natural source of the world's nickel supply is in Canada, at Sudbury, where huge quantities of *pyrrhotite* are found; when nickel oxide or crude nickel is added to iron or steel, the resulting alloy is remarkable for its strength and elasticity, and is preferred before all others for the construction of armour plates, guns and other weapons. The actual methods of separating nickel from its ores and from the other metals associated with it present many difficulties, but, without doubt, in the course of time, the chemist and metallurgist will be able to reduce the cost of production considerably. In practically all metallurgical processes fuel is essential, both as a source of heat and as a reducing agent, and a case in point occurs to me in which the directors of a company I know of, by not making sure of a convenient source of fuel, brought the undertaking into the hands of the liquidators.

The possibility of producing our own sugar supply from beets is at present looming large in the public eye. Given a proper supply of home-grown beets, there is no reason why the industry should not, in time, become a very large one. The chemistry of the sugars has now reached a high state of perfection, and much is known regarding the different kinds of sugars. Nevertheless, it is open to question whether cane and beet sugar are absolutely identical. One drawback to the latter kind is met with in the mother liquor or molasses; it cannot be used for human consumption,

owing to the small quantity of some poisonous substance or substances that it contains. The molasses from cane sugar, on the other hand, is familiar to all. Probably chemistry will find means to utilize the former variety for other purposes than at present. The crushed beets, after extraction, though containing only a small amount of sugar, could be utilized as fodder.

Of recent years, three new industries have sprung up close at hand which deserve mention as being the outcome of research in the domain of experimental chemistry. I refer to the production of carborundum, calcium carbide and aluminum by means of the electric furnace, for the working of which the falls at Niagara have been partially harnessed. The experiments which led to the discovery of carborundum were made in 1891 by Mr. E. G. Acheson, who, like many other chemists, hoped to obtain carbon in a crystalline form. Clay and carbon were subjected to the temperature of the electric arc in an iron vessel lined with carbon. It was hoped that the aluminum produced by the reduction of the clay might dissolve some of the carbon, which would again separate out on cooling. Crystals of a very hard material were obtained, brittle and capable of scratching diamond. Further investigation showed that the new substance contained carbon and silicon only, discounting small traces of alumina, iron oxide, lime and magnesia, amounting in all to about 1 per cent. The use of clay in its manufacture was, therefore, stopped, and sand substituted. The new material has found many uses, principally as an abrasive, in the form of hones, as a substitute for emery paper, for polishing plate glass and hides. It is superior to emery, and it is claimed that carborundum can do twice the work of the same amount of emery, and with better results. Though only a child of nine years of age at present, it has already taken its place among chemical industries. During the first six years of its existence, the output rose from 15,000 lb. to nearly 800,000 lb., while the price of \$10 per lb. became reduced in the same period to 15c. Calcium carbide, too, as a commercial product, was first obtained during the preparation of aluminum, and immense quantities of it are now manufactured, both at Niagara and in Scotland, for the preparation of acetylene gas, so much used at the present time as an illuminant.

Let us now consider how best chemistry may be applied for the improvement and development of our national industries. Where new substances are to be produced or methods modified to meet the ever-increasing competition approaching from all sides, it is necessary that experiments be tried in the laboratory, and thereafter that plant be designed and constructed for the proper and economical carrying out of the work on the commercial scale. Here the services of the engineer and mechanic must supplement the knowledge of the chemist.

It by no means follows that a process successful on the small scale will be equally so when carried out under trade conditions; the time taken to work out such practical problems is always great. Professor Barr, of Glasgow University, whose range-finder is now to be found on almost every battleship in the navies of Britain, the United States, Japan, and, I think, Germany also, informed me once that the principles on which this ingenious instrument is constructed were evolved in a few weeks, but the practical details of the manufacture required eight years of constant work before success crowned his efforts. The principles underlying the making of carbonate of soda by the Solvay process are known to all students of chemistry, but its practical working on the commercial scale required all the energies of such men as Bond and Solvay himself to be devoted to it before the industry became established on a sound footing. The matter of the proper training of men capable of taking an active part in the development of industries involving chemical processes in any way has for two years past occupied the close attention of the practical men in Great Britain. The eminent research chemist, Dr. W. H. Perkin, has expressed himself strongly on the need of drawing together the chemist and the constructor, and Mr. Geo. Beilby, the former President of the Society of Chemical Industry, has brought the subject under the notice of the most influential section of chemical manufacturers. One hears reiterated every day that "No good can come out of Nazareth," that is to say, that chemical manufactures are a dead letter in British dominions, and that in Germany only is the true home of industrial chemistry. In a measure this is true, but one has only to visit the large manufacturing towns in Britain to see that chemical industry is by no means dead, but, on the contrary, flourishing "like the green bay tree." Where are bichromate of potash and alum produced most cheaply? In London and in Glasgow. Where are the most extensive sugar refineries, leather works, soap works, iron and steel works? In the smoky towns of the Mother Country. Where are refined chemicals produced more cheaply than anywhere else, laboratory glassware and toys? In Germany. Where is pulp produced, iron, steel, nickel and agricultural implements? In Ontario. Each country has its own staple products, and the outcry regarding the decadence of our Imperial industries appears to me to be overdone. But this very outcry should be a warning and a safeguard; we must, so to speak, "to prevent war be prepared for war," and to be prepared for the industrial war—not a mere guerrilla one either—which will surely come upon us from all sides, we must prepare ourselves and endeavour to improve our present resources to the utmost and agree as to the best means of doing so. I should like to quote from an address given three years ago by Dr. Edward Schunk, F.R.S., at the



annual meeting of the Society of Chemical Industry:

"A great deal has been said of late as regards the dangers of our manufacturers from competition on the part of foreign producers. \* \* \* From the speeches which are now and then made, one would infer that the danger is real and imminent, and that it behoves us with all possible speed to build and endow technical schools in which our workmen and others shall be trained so as to enable them to compete with the more highly educated classes of similar standing in Germany and France. I am myself too little in touch with the manufacturing industries of the present day to say whether the danger is real and present or merely apprehended and distant. If, however, it be permitted to draw conclusions from what one sees in travelling on the Continent, one might infer that competition with this country in many articles of trade is, at present at least, quite chimerical. Who that has seen what is offered to us in France and Germany in the shape of furniture, glass or china, can help thinking that were free trade established between these countries and ours, many of the poor, inferior articles of their commerce would be swept away to give place to really good substantial ones such as we could furnish, or which they could themselves produce if exposed to the healthy influence of competition. In some departments of industry, especially the chemical, and more especially that of colouring matters, foreign competition is, I suppose, a very serious matter, but whether the evil is one that can be remedied by mechanical and educational measures seems to me doubtful. The fact is, that successful foreign competition may be due not only to superiority of education and training, but also to certain inscrutable, perhaps moral qualities, of which it is difficult to estimate the weight and bearing. As long as human beings exist there will always be differences of talent and disposition between individual and individual, and between one nation and another. In technical, as in other matters, special talents show themselves. The English have always been known for great mechanical undertakings, the Germans and French for the manufacture of chemicals, especially those of organic nature. That specialities such as we see developed on a large scale in the case of different nations are also seen on a smaller, in our own and other countries, is well known to everyone. Boots and shoes are made in one place, hats in another. The woollen trade flourishes in Yorkshire, and different branches of it in different towns. In this country, likewise, different branches of the cotton trade have localized themselves in various places. Why we should deplore this state of things I am at a loss to understand. Why should we not buy what we want where we can buy it best and cheapest? Why should we determine to make all we require ourselves? These questions have often been asked and

been answered by us in this country in one sense, and in other countries in a contrary sense."

If we wish to succeed, then, in the proper exploitation of our natural resources, we must employ properly-trained men for that purpose. In my inaugural address in the University some months ago, some extracts from which your Executive deemed of sufficient interest to this Association to merit publication in the Society's journal, I expressed myself in effect that the thoroughly-trained university man was the man to be looked to to help in this object. The true secret of successful manufacture consists in the close collaboration between the research chemist and the works manager. The usefulness of scientific training is now more than ever being demonstrated, and daily we see that the chemical industry which arises from the classroom and the laboratory is surely vindicating its superiority over the rule-of-thumb methods employed by the works foreman. To refer only to places of business with which I am familiar, a complete cycle—indeed, an overlapping of the circle—has been traversed in respect to the staffing of factories. Twenty and twenty-five years ago, trained chemists in the Old Country found lucrative positions in establishments large and small, but, as years progressed, the shortsightedness of employers to the adage that "the highest salaries yield the cheapest work" led their places to be filled by raw youths, whose only pretension to chemical knowledge was their having spent from six months to two years in some analytical laboratory without any systematic training in general scientific subjects—in short, with utterly untrained minds on even general subjects. Such men, the employers found, could be got for a salary of from \$400 to \$500; they could be trained to do laboratory work in a machine-like way, and which, for the time, satisfied their business chiefs. The results of this might easily have been prophesied; either the youth became a mere drudge, or, if he displayed any originality and took an interest in his work sufficient to let him summon up courage to ask for a rise in salary, his place was most probably promptly filled by another at the same magnificent rate of pay. Foreign competition and advances in chemical knowledge soon demonstrated the shortsightedness of this policy, and now, I happy to say, places can be got by men with a thoroughly-sound academic training in science generally, which carry with them a reasonable salary and offer an unlimited field for the man with application and ability to further his own and his employer's interests.

And yet another matter which the manufacturer would do well to consider: In what manner does he intend to bring to the notice of his customers the goods he has to offer? I maintain that it is not sufficient for him to send out commercial travellers to push the sale of his products whose whole

qualifications are that of being good salesmen; the manufacturer must come into personal contact with his customers, or employ men to do so who are capable of directing them, understanding their desires, teaching them how best to employ their purchases and indicating which particular article is most suited to their wants. An eminent and successful electrical engineer in my own city—a brother of my colleague, Professor Mavor—told me that this method had been adopted by our cousins in the United States, and that the agents employed by all firms of any importance were men of sound education and intelligence, possessing a thorough grasp of all the details of the industry they represented. The natural consequence is the establishment of mutual collaboration between themselves and the customers whom they advise, and the customer, in turn, reciprocates the evident interest taken in his wants by consulting with the seller as to how he can best have his requirements met.

I would now like to bring before you, and particularly before those of my hearers whose business may from time to time present problems they find difficult to solve satisfactorily, the following suggestion contained in an address to the Society of Chemical Industry delivered by my friend, Mr. Beilby:

"This subject of Industrial Problems and Researches may be cleared of some difficulty if we begin by recognizing that industrial problems may be divided into two perfectly distinct classes. There are the problems the mere statement of which by a manufacturer would give his rivals a dangerous amount of insight into his operations and methods. No one who has the ability to evolve such problems would be foolish enough to give his position away by publishing them.

"But, there is another class of problems, the publication of which will do good and not harm to the manufacturer. Where an industry is encumbered with some waste produce which is common to all of its manufacturers, all of whom are practically on a common level in its disposal, there is clearly room for the importation of skill and originality from outside of the industry. There are, further, those cases in which a considerable amount of research is required before the thing desired by the manufacturer can be even stated as a problem. There are many branches of industry which are practically without scientific experts who could initiate and carry on research. In such cases it appears to me quite worth while to try to educate the manufacturer to appreciate the value of pure knowledge, even if it does not immediately lead to practical results in his works. If we can induce such manufacturers to advertise their wants we shall have begun their education in a very hopeful way, and we trust that the response to their advertisement will be such as will increase their confidence in the value of re-



search. I will only give one illustration, which may make my meaning clearer.

"The Scotch shale oil industry produces annually about 50,000,000 gallons of crude oil. Only about 70 per cent. of this oil is obtained as refined products, 30 per cent. being lost as coke, gas and tar. The tar is composed chiefly of basic nitrogenous substances, which are separated from the oil by treatment with sulphuric acid. These 'acid tars' are partially washed with water for the recovery of sulphuric acid, and the washed tar is burned under the oil stills as fuel. Its value for this purpose is from 12s. to 18s. per ton. The total production of these tars in Midlothian and Westlothian is about 30,000 tons a year. Numerous attempts have been made to utilize these tars in some more advantageous way, but without success. After sharing in these attempts for many years, I have come to the conclusion that our knowledge of this material has not yet reached the stage at which we can profitably state problems about it. What is required is that it should be thoroughly investigated, so that we may know the pure substances of which it is mainly composed and their constitution and properties. Who will do this? The oil works chemists and their assistants have their time and attention fully occupied with the routine of the manufacture, therefore, they cannot make the research. If the various companies were to combine to establish a research laboratory, they would have to place themselves and the problems entirely in the hands of the chemist whom they appointed chief, and who might or might not be capable of bringing their research to a practical issue. Is this not a case in which it is better to invite chemists at large to take up the research? Are the chances of finding the right man for the work not enormously greater in this way than they would be in any other system of selection?"

In order to carry out this idea, then, let me suggest that when difficulties occur recourse be had to those whose special training and circumstances permit of careful investigation of the subject. Where no secrecy is required and the services of the professional man consequently not called for, why not offer a prize for the satisfactory solution of the problem? At our universities there is always a sprinkling of graduates carrying on original research and who would be glad of the additional financial incentive to exercise their ingenuity and skill in clearing up the difficulty. At the same time they would be benefiting the manufacturer and indirectly the country while improving their own qualifications for an appointment in a sphere of future usefulness.

Professor W. H. Ellis, of the School of Practical Science, was the next speaker, and spoke at length. The following is the substance of his remarks:

Lord Roseberry, in his recent address as Lord Rector of the University of Glasgow, has called upon the University to

do their part to fit the youth of Britain for that industrial struggle which he foresees will increase in severity with the coming years, by training men in those sciences which help the nation to understand and to harness the forces of nature. Lord Roseberry is not the first statesman to grapple with this economical problem. As long ago as the third century the Emperor Diocletian, after the conquest of Egypt, ordered all books on chemistry to be burned lest the Egyptians should wax too rich!

By chemistry he, no doubt, understood what we now call alchemy, or the art of transmuting the baser metals into gold. The ancient alchemy was but a dream. But out of that Egyptian and mediæval alchemy has grown a new chemistry, which is no dream; which has taught us to transmute, not base metals only, but all sorts of worthless and refuse materials into gold; which has taught us, in fact, the real alchemy—the utilization of manufacturing by-products.

There is no more striking example of the utilization of by-products than that afforded by the distillation of coal. From coal we get coke and gas, and besides these two obviously useful and desirable products we get a quantity of foul, evil-smelling stuff, which at first were (and in some places still are) thrown away to poison the neighboring air and water. But from this refuse the chemist has extracted pitch, and carbolic acid, and ammonia, and an array of brilliant dyes; drugs, such as antipyrine, and a host of others, including the various photographic developers; sulphur, and now cyanides also.

Coal tar was first distilled in England. Faraday discovered benzene; Perkin discovered the aniline dyes. But the great development of this coal-tar industry has been in Germany, and when people speak of the great superiority of Germany in chemical industry, it is generally of coal-tar products that they are thinking. Why is this? I think there are two reasons for it. The first is the influence of Liebig. He, who was the father of organic chemistry, was also the first to establish a teaching laboratory where large classes of students worked under his direction. He led the way into the field of organic chemistry and they followed his footsteps.

In the second place, partly because of its political constitution, Germany possessed a very large number of universities. Liebig's pupils came to fill chairs in many of these universities and established these laboratories after the fashion of his; so that when the German manufacturers wanted men qualified to work out problems in organic chemistry they found them ready to hand.

It has been said that we, in Canada, have no young men trained suitably for manufacturing chemists. I could point to men educated in our own laboratories who are now occupying good positions and doing good work in various branches of chemical industry. But, I am bound to

admit, this number is not great, and the reason is not far to seek. Every year there come to me, as I doubt not there come to others, young men anxious to take up chemistry as a serious study, and one of the questions that they ask is sure to be: "What are the chances of employment for a chemist in this country? If I give four of the best years of my life to the study of chemistry can I look forward, with any confidence, to a reasonable remuneration afterwards?" Hitherto the answer has been such that only those exceptionally abounding in enthusiasm, or exceptionally wanting in ambition, go on. The others turn away sorrowfully. It is for the manufacturers of Canada, by giving proper attention to this matter, to see that the benefits of Canadian talent are retained for this country, and not allowed to go to the United States.

Professor Goodwin, of the Ontario School of Mines, Kingston, was then introduced. Opening his address with a few happy remarks, he continued as follows:

I venture to predict the best results from these banquets, at which educationists and producers meet for discussion and social intercourse. There is need of a connecting link between the scientific schools and the manufacturers, in order (1) that the schools may know better how to direct scientific education, and (2) that the captains of industry may better appreciate the value of the applications of science. In the words of the late Bishop Creighton: "We need not only the scientific inventor, but the employer who is quick to perceive and apply what has been discovered." \* \* \* "Modern nations depend for their greatness on their power of producing wealth." \* \* \* "No nation can live on its assumed capacity for governing other peoples." \* \* \* "It must live on its power of supplying human needs, of improving the conditions of life, of liberating the energies of a constantly increasing number of intelligent men to work for the common good. Wealth is the outward measure of success in this process. The country that is most productive of commodities which all may enjoy is conferring the greatest benefit upon the world."

Industrial pursuits are thus put in a position of commanding dignity—their true place, from which they have been too long degraded by a narrow view of education and life.

When we apply these ideas to our own case two necessities stand out prominently:

1. The need of extending the system of scientific education, and
2. The education of the public to a true appreciation of the value of knowledge (science).

I agree with Dr. Ellis in his view that the rapid strides made by Germany in discovery and manufacture are due primarily to the work of the universities. But the universities would have been unable to achieve



this success without the aid of the very complete German system of schools of applied science, which carry the results of scientific research right down from the universities to the engineers, the foremen, and the workmen. This indicates the direction in which we must move. Strengthen the universities, and gradually build up schools of applied science and trade schools, proceeding along the lines indicated by the natural resources and the developing industries of our country. In order to carry out this programme large expenditures will be necessary. As the income of the Provinces is not likely to keep pace with the growth of population, it is plain that scientific education must be aided in other ways. In Germany and England the richer and more populous municipalities support technical and trade schools. We must also help ourselves in this way, as, indeed, we have already begun to do in Toronto and Kingston. But there are regions of education which are of National, rather than Provincial or municipal, import. That this is recognized to be the case in Canada is shown by the existence of the Royal Military College, the Agricultural Experimental Stations (including the one at Ottawa with its large scientific staff and fine equipment), the Travelling Dairy Schools, and the Marine Biological Station. The Dominion Government might well extend this work, which it has wisely begun, for example, by means of regius professorships in economic botany, forestry, economic zoology and fisheries, etc., in our undenominational universities and in the schools of applied science.

With regard to the directions in which we may hope to see our chemical industries extend, it seems to me that the most promising outlook is for electro-chemistry and electro-metallurgy. A good beginning has already been made in the manufacture of calcium carbide at Niagara Falls, St. Catharines and Ottawa, in the alkali manufacture at the "Soo," and in the manufacture of phosphorus at Buckingham. By utilizing our widespread and unlimited water powers we may hope to compete successfully in these and similar manufactures. The limit in the applications of the electric currents to chemical and metallurgical industries has, by no means, been reached. Ontario, like Italy, has no coal deposits. But Italy is decreasing her coal consumption at the rate of 10 per cent. annually by utilizing water powers. We can do the same. Within a radius of 40 miles of Ottawa alone are water powers aggregating over 900,000 h.p. at low water, and more than 3,000,000 h.p. at high water. The meaning of this for electro-chemical industries may be shown by the statement that in 1897 the total value of products made by the electric current was \$150,000,000, produced by 423,000 h.p., 96 per cent. of which was generated by water power. As the application of the electric current to manufactures extends, it is not too much to expect that Canada may lead in these industries.

Mr. Jas. H. Bowman, of London, Ont., was the last speaker, and was listened to throughout with a great deal of interest.

Mr. Chairman and Gentlemen,—In thanking you for your hospitality to-night I would also express the pleasure I feel in joining in the discussion of this evening. In listening to the interesting and thoughtful addresses we have had, I have felt that there is some common ground of interest and have tried to define it to myself. The changes that are coming over everything in this country and century of change is also affecting us. We find that in our varying callings we are needing each others help every day and this need will increase in the future.

The outlook indicates that the coming industrial chemist must be an engineer. The development in electrical chemistry call for him to be an electrician as well. When we first studied chemistry the subject of electricity was thought to be most remotely related to it, but to-day we have many of our most important chemical processes dependent upon its use. I remember reading some years ago an enthusiast's lecture on the influence of chemistry. He said: "It helps every other science, but is dependent upon none." There has come a change over the landscape, for now other fields of enterprise have invaded chemistry, which, in its turn, leans upon them. So, now, as we consider our many callings we find that very many of them largely complement each other and that each is finding it more and more necessary to have the knowledge of the other. An engineer must be a chemist as well, so also the electrician, etc., and it must needs be that one must be all, or that all must be one, in a community of interests. The chemist, the engineer, the electrician, the machinist, as well as workers in other lines of industry, must combine forces.

We have illustrations on every hand. Consider the great plants at Lachine and Niagara Falls. The engineer and machinist by their skill draw the power from the water by the wonderful modern turbine and with but small percentage of loss. The force thus generated is handed to the electrician who, in his turn, diverts it into the way of the chemist by whom it is made to produce calcium carbide, caustic soda, aluminum, carborundum, etc. Some is given to the engineer and is again developed as power, light or heat at some distant point. This illustrates the present bond that binds together such elements as are here to-night.

We get most of our power from coal through the medium of the steam boiler. Professor Ellis has pointed out that by our method of using coal we get the heat only and but a fraction of it, while we are wasting products many times more valuable. The inspiration of this meeting suggests to me that if industries were classified or grouped as to their use of coal products we could then use coal in such a way as to lose

but little of its value. The coal would first have to be retorted for the production of gas for fuel and illuminating purposes. At the same time we would get ammonia for cold storage uses, and tar, pitch, carbolic acid and endless coal tar derivatives to be used in medicine and the arts. We would get cyanides and sulpho-cyanides, now becoming essential to our new gold-mining processes, and still we would have the greater part of our fuel left for steam or other purposes. A process combining these features can and will be worked out by elements such as are at this board to night.

As Armour, of Chicago, utilized different parts of the hog so as to make the meat the waste product, so shall we see coal so manipulated by manufacturer and chemist as to make its heat, its waste product. We have arrived at a time in our industrial development when we must have combinations of skill as well as of capital.

We have referred to power produced from coal, but Professor Goodwin has eloquently referred to the other great source of power, viz., gravity, as seen in the force produced by our water powers. Great advances have been made in the methods of utilizing these powers. With up-to-date turbines and electrical transmission very little is lost. Before the Royal Society of Great Britain, two years ago, a paper was read, predicting the failing of the world's coal fields. It seems as if a sub-consciousness in man had already suggested something of the sort, for we are turning to natural power very rapidly. When there is competition between steam and water power, other things being equal, natural power must win.

My eye caught a sentence in one of our dailies a few days ago, it was "This is Canada's century." The one just gone witnessed the phenomenal development of our Southern neighbor, but now is our time. Surely it is quickly coming and those who sit at this board will have much to do with the induction of our country's greatness.

Professor Goodwin has directed your attention to our vast water powers at Ottawa, at the Sault, and these may be augmented by the thousands of others between Lake Huron and James' Bay. What astonishing chemical productions these are capable of! What tons of paper pulp! What electric development! What innumerable arts can these minister to! Canada in its physical geography is inimitably laid out for the development of a great export nation. On or near our two ocean boards are large coal fields. The central tract is divided into agricultural, mineral and wood-producing lands, with a great waterway from the centre of the country to the seaboard. As we think over these conditions we shall more and more recognize how such must bring prosperity, if only the people possess the brawn and brain for the occasion. We believe they do.

Professor Lang has drawn your attention to the desirability of forming a branch



of the Society of Chemical Industry of Great Britain. I have had the privilege of being a member of that society for some years, and cannot speak too enthusiastically of the benefits it has been to me, nor of what it could be to any manufacturer. The Magazine, the society's organ, is published monthly, and is divided into departments, having the newest and best things in each. It always contains the newest things in the manufacture in which you are interested. Are you a textile manufacturer? If so, it will tell you what methods are being used by your competitors in other countries, and what advances have been made. Are you a dyer? Every new compound used in your art is discussed, and you have valuable opinions as to their efficiency. Whatever you are and whatever line of industry you follow, there is a section of this magazine devoted to your especial interest. Thanking you, gentlemen, for your kind interest in what I have had to say, I resume my seat.

At the conclusion of Mr. Bowman's

speech, President Ellis invited further discussion of the subject from the members, upon which Mr. Van der Linde addressed the members with particular reference to forming a branch of the Society of Chemical Industry, in which he was very much interested. He strongly urged the Association to take the step suggested, as he thought the time was now ripe for it.

Dr. S. M. Wickett then introduced a resolution to the effect that the Association take the necessary steps to form such a branch. This resolution was seconded in a vigorous speech by Mr. P. H. Burton, after which it was unanimously carried.

Before asking the meeting to adjourn, the president called on Mr. Thomas Roden, chairman of the Reception Committee, to say a few words, saying that the Association owed a great deal to the industry and enterprise with which this committee carried on its work.

After brief speeches by Mr. Roden and the secretary the meeting adjourned.

on the Board of Trade returns, statistics, etc.

The journal is recognized as the most valuable journal published in this work in the world.

The following divisions, under which the various discussions are grouped, serve to show what industries are represented:

1. General plant, apparatus and machinery.
2. Fuel, gas and light.
3. Destructive distillation, tar products, etc.
4. Coloring matters and dyes.
5. Textiles, cotton, wool, silk, etc.
6. Dyeing, calico printing, paper staining and bleaching.
7. Acids, alkalis and salts.
8. Glass, pottery and enamels.
9. Building materials, clays, mortars and cements.
10. Metallurgy.
11. Electro-chemistry and electro-metallurgy.
12. Fats, oils and soap manufacture.
13. Paints and pigments, varnishes and resins, India rubber, etc.
14. Tanning leather, glue and size.
15. Manures, etc.
16. Sugar, starch, gum, etc.
17. Brewing, wine, spirits, etc.
18. Chemistry of foods, sanitary chemistry and water purification, disinfectants.
19. Paper, pasteboard, etc.
20. Fine chemicals, alkaloids, essences and extracts.
21. Photographic materials and processes.
22. Explosives, matches, etc.
23. Analytical chemistry.
24. Technical and scientific notes.

Secondly.—The member in addition to receipt of journal by becoming a member of the local branch connected with such a society will have an opportunity for meeting with practical men engaged in allied branches of work and afforded an opportunity of discussing subjects of mutual interest. The results obtainable from this discussion in a practical way alone are most valuable, as they afford opportunity for discussion of any subject that may have been found to be one of difficulty, or requiring special scientific treatment.

Members of the Manufacturers' Association will appreciate the value of such organization and no doubt many of the leading manufacturers will be anxious to have their practical men identify themselves with the Canadian section.

Any information with reference to the Society, its Journal, etc., will be gladly furnished by the Secretary of the Association or on application to Mr. H. Van der Linde, care of Gutta Percha and Rubber Co., Toronto.

It might be said that the entrance fee is one guinea, and subsequent fee to be paid to the Central organization for The Journal, etc., is 25 shillings per annum.

## *Society of Chemical Industry.*

*To Develop the Industries of Canada.*

ONE of the results of the second monthly dinner and debate of the Association was the passing of a resolution favorable to establishment of a Canadian branch of the Society of Chemical Industry. The aims and objects of this society were referred to by Dr. Lang in his opening remarks, and were also dealt with by Professor Ellis and Mr. Van der Linde, both of whom are members of the society at the present time. They bear testimony as to the practical advantages derived from their membership and spoke enthusiastically of the prospects of establishment of a branch in Canada.

A report of this motion to the Executive meeting led that honorable body to pass a strongly-worded resolution favorable to the formation of such society and offering the use of the rooms and any other assistance in the work. It also appointed a small committee, Mr. H. Van der Linde, of The Gutta Percha and Rubber Co., Toronto, as chairman, who will look after the details of the work of organization.

While the society, when founded, will be entirely separate and distinct from the Canadian Manufacturers' Association, still, the benefits to be derived from its work in the way of assisting manufacturers in developing their industries is such that the Association believes that it can render no more effective service to its members than by assisting and promoting the formation of the society.

In the first instance the committee has held one meeting and has made arrange-

ments to communicate with all the present members of the society and ascertain their views as to the desirability of organizing the Canadian members into a Canadian section.

Briefly speaking, the Society of Chemical Industry was founded in 1881 for the advancement of the study and practice of applied chemistry; for the discussion of all matters connected with the chemical industries, and for the diffusion of information on applied chemistry and chemical engineering among its members. It now numbers 4,000 members in all parts of the world.

Soon after the formation of the society, however, the wide distribution of its members rendered it desirable to hold meetings which should be accessible to as many members as possible. Local sections have been therefore formed, and meet in the following places: Glasgow and Edinburgh, Leeds and Bradford, Liverpool, London, Manchester, New York, Newcastle-on-Tyne and Nottingham.

It is just such a local section that it is proposed to establish in Canada. The advantages of membership are two-fold.

In the first place, as a member of the whole society the subscriber obtains the monthly journal of the society which contains all the papers read before the various sections together with the discussions upon them, abstracts from all English patents on chemical and chemical engineering subjects, abstracts from articles relating to applied chemistry selected from British and foreign journals, trade report, giving information



# THE EXECUTIVE COMMITTEE.

IMPORTANT BUSINESS TRANSACTED.

THE regular monthly meeting of the executive of The Canadian Manufacturers' Association was held in the Board of Trade Building, Toronto, at 2 p.m. Tuesday, May 14.

President P. W. Ellis in the chair.

Others present were Messrs. Cyrus A. Birge, Jas. P. Murray, W. K. George, R. A. Donald, Archibald Campbell, Frank Stanley, J. O. Thorn, E. C. Boeckh, W. K. McNaught, T. H. Smallman, E. R. Clarkson, A. W. Thomas, S. M. Wickett, F. B. Fetherstonhaugh, Jas. Kendry, C. H. Riches, Geo. Booth.

As the minutes of meetings are now published in full in "Industrial Canada," the minutes were taken as read.

## AUSTRALIAN LETTER.

The following very interesting communication was read from Mr. Wm. McLean, of Melbourne, Australia, thanking the Association for assistance rendered him in prosecuting his inquiries among Canadian manufacturers:

To the  
President Canadian Manufacturers'  
Association.  
Toronto, Canada.

Dear Sir:—

I have just completed a tour through Canada, and am just leaving for Australia. I think it is right that I should acknowledge the kindness extended to me during my visit by the various members of your Association, but more particularly the facilities given to me by your energetic secretary, Mr. T. A. Russell.

I may say that in my business travels in Germany, France, Great Britain and the United States, I have nowhere experienced greater kindness or obtained the necessary business information with such ease as I was able to do by applying to Mr. Russell, who seems to have everything connected with the Canadian manufacturers at his finger ends.

I may say that if there is any way in which I can further the interests of your Association in Australia, I should be exceedingly pleased to do so.

Yours very truly,  
(Sgd.) WILLIAM McLEAN.

Resolved, that this letter should be published in "Industrial Canada" in order that the members might see the work being done through their office.

Mr. Booth presented the report of the Treasurer, and also report of the Finance Committee for the month, and moved its adoption, seconded by Mr. McNaught.—Carried.

## PARLIAMENTARY COMMITTEE.

The report of the Parliamentary Committee was presented by the chairman, Mr. C. H. Riches, who moved its adoption, seconded by Mr. Frank Stanley.—Carried.

The report dealt with The Union Label Bill; The Senate Bill to amend The Patent Act; The Mining Act in the Province of Ontario, and The Bell Telephone Bill. In this connection Mr. George moved, seconded by Mr. Murray, that the Executive Committee hereby authorize the Parliamentary Committee to oppose the passage of The

Bell Telephone Bill through the House of Commons should it be successful in passing the Senate without its having the necessary safeguards to absolutely prevent exorbitant rates being charged by the company to its present or future subscribers.

The motion carried.

## INDUSTRIAL EXHIBITION.

Mr. McNaught presented the report of the Industrial Exhibition Committee. The report recommended the adoption of a letter that was read, addressed to the citizens of Toronto, for the purpose of securing their support to a by-law to be submitted for the erection of new buildings for the display of manufactured goods at the Industrial Exhibition.

The letter reviewed the history of the Industrial Exhibition, the providing of suitable accommodation for the display of agricultural products and of live stock, of large sums for amusement features, and pointed out that if the Exhibition was to be patronized by manufacturers, it would require the erection of new and up-to-date buildings.

It further pointed out that the securing of these buildings in the present year was a matter of the greatest importance, when a large number of visitors from the Pan-American would visit Toronto and have an opportunity of seeing a display of Canadian products.

Mr. G. Booth seconded the adoption of the report, which was carried.

## RAILWAY AND TRANSPORTATION.

Mr. Archibald Campbell, chairman, presented the report of the Railway and Transportation Committee, dealing with:

First—The liability of the railway companies for goods destroyed in the Ottawa fire.

Second—The question of bonusing a line of steamships between Canada and Australia.

Third—The question of rates from Walkerville and Windsor to other points in Canada as compared with rates from Detroit, and,

Fourth—the extension of the bonding privilege to United States shipments in less than carload lots through Canada to United States territory again.

He also moved the adoption of the report, seconded by Mr. Thorn.—Carried.

Discussion took place as to the first subject, namely: The liability of the railway companies for goods committed to their care for transportation.

It was resolved, that the Railway and Transportation Committee be instructed to continue their investigations of this subject and to find out something definite as to who carries the responsibility for goods that have been placed with the railway companies. It was felt that this was of great importance to all shippers, not only in connection with the particular loss at Ottawa, but with the whole question of transportation.

## UNIVERSITY COMMERCIAL COURSE.

Mr. Wickett presented the report of the Committee that had been dealing with the securing of more attention to commercial education in Canadian universities. The

report outlined to some extent the proposed course that was to be established at the University of Toronto, and recommended that the Association express its approval of this course.

The chairman moved the adoption of the report, seconded by Mr. George.—Carried.

Moved by Mr. Murray and Mr. Fetherstonhaugh, that communication should be entered into with all the leading Canadian universities, pointing out what had been done at the University of Toronto in this regard, and urging the desirability of general attention being given to such courses as tend to develop the natural industries of Canada.

Several members discussed in detail the question of the suitability of such a course, and the possibility of its extension to be of value in equipping men for work in business offices. Mr. R. A. Donald and Mr. Cyrus A. Birge took part in the discussion, and Mr. Wickett explained in more detail the course proposed.

The motion then carried.

## INDUSTRY AND MEMBERSHIP.

Mr. J. P. Murray presented the report of the Industry and Membership Committee, and moved its adoption, seconded by Mr. C. H. Riches.

This report presented, first, a resolution favoring the holding of a conference between the English-speaking people to assist in the securing of a uniform system of weights and measures on a decimal basis.

Second—The appointment of certain honorary members as correspondents of the Association.

Third—A recommendation to subscribe to the leading daily papers of Canada, and to secure adequate maps for use in the Association rooms.

Fourth—Recommendation that the annual meeting of the Association to be held on September 11 and 12, in Montreal.

Fifth—Recommendation passing 66 applications for membership.

The report was adopted.

## RECEPTION COMMITTEE.

In the absence of the chairman, Mr. W. K. George presented the report of the Reception Committee outlining the result of the dinner for the discussion of "Chemistry Applied to Arts and Manufactures." All expenses in connection with the same had been met by the returns from the sale of tickets.

It also drew attention to a letter received from The Sherwin-Williams Co., with reference to a lecture by Mr. W. H. Moulson, secretary of the Industrial Committee of the Cleveland Chambers of Commerce, on their factory work carried on in Cleveland.

The Committee recommended that this lecture be kept in view for a meeting of the Association, when the monthly dinners were resumed in the fall.

Mr. Birge seconded the adoption of the report, which was carried.

## CHEMISTRY.

Mr. J. P. Murray moved, seconded by Mr. George, the following resolution:

Resolved: "That the Executive Committee of The Canadian Manufacturers'



Association place itself on record as strongly in favor of the establishment of a Canadian branch of the Society of Chemical Industry of Great Britain, and that it offer the use of its office and any such assistance towards the formation of such a branch.

"Further, that the following be appointed a committee with power to add to its numbers to assist in the organization of such a branch: Messrs. H. Van der Linde, chairman; Dr. Wickett; F. J. Smale, of The Wm. Davies Co., Limited; M. J. Taylor, of The Dominion Dyewood & Chemical Co.; Alfred Burton, of The Merchants Dyeing & Finishing Co.; J. H. Bowman, of The Canada Chemical Co., London; and the mover and seconder."—Carried.

#### SECRETARY'S REPORT.

The secretary presented a report dealing with the following points:

First—The question of the tariff on oil. At the last Executive meeting this had been discussed, but communications from certain members with reference to the question of the supply of benzine for manufacturers demanded that another meeting of the Tariff Committee should be held to go into this question in detail. It was decided to hold this at some time in the near future.

Second—Increasing interest on the part of members as reported with respect to "Industrial Canada," and the daily receipt of communications with reference to certain features of the Association work. One feature in connection with the publication had been the limited character of advertising admitted. A number of the members and others had expressed their desire to use the advertising columns of the paper for announcements to the members, but would not do so with the limited space at their disposal. The question was—Was it advisable that any change should be made?

Moved by Mr. Booth, seconded by Mr. Thorn, that recommendation be made to the Committee on "Industrial Canada" that more freedom be allowed as to the taking

of advertisements for publication so as to admit of display advertising on the part of members and others.

#### ANNUAL MEETING.

Third—In continuing the report the secretary asked for the specification of certain committees to have control of the arrangements for the annual meeting.

It was moved by Mr. McNaught, seconded by Mr. Murray, that the Railway and Transportation Committee and Reception Committee have charge of this work.

Request was also made that a committee should be appointed to supervise the amendments to the constitution that might be necessary, prior to the next annual meeting.

The chairman nominated the following committee:—

Messrs. W. K. McNaught, J. P. Murray, Cyrus A. Birge, Arch. Campbell, J. O. Thorn, J. F. Ellis and C. H. Riches, with power to add to its numbers.

Report was also made with reference to the Canadian Trade Index being prepared, indicating the successful preparation of this book for distribution both in Canada and abroad.

Moved by Mr. Booth, seconded by Mr. Riches, that the report be adopted.—Carried.

#### GOVERNMENT AGENTS.

Mr. Thorn asked whether information had been obtained as to the duties and remuneration of the Canadian Commercial Agents? In reply the secretary stated that he had received information as to the exact duties of these officers, but that the information as to their remuneration was being obtained by question put by Mr. A. E. Kemp, M.P., on the floor of the House, reply to which will be to hand as soon as The Hansard is printed.

Mr. Riches made certain suggestions with reference to having amendments made in the Insolvency Law. It was resolved to recommend these to the Insolvency Committee.

The meeting then adjourned.

Therefore, be it resolved,—That the Vancouver Board of Trade warmly endorses the resolution passed by the Canadian Manufacturers' Association, of Toronto, invites that body to take the initiative in arousing public opinion throughout Canada, and pledges itself in support.

And that a copy of this resolution be sent to the Canadian Manufacturers' Association, and the Boards of Trade of Montreal, Toronto, St. John, Halifax, Winnipeg, Victoria, New Westminster, Nanaimo, and the Associated Boards of Trade Nelson, also to the Canadian Section London Chambers of Commerce, London, England.

Yours truly,

(Sgd.) WM. SKEENE, Sec'y.

Vancouver, April 26, 1901.

P.S.—In the same connection our committee would specially note resolution at Congress of Chambers of Commerce of the Empire, held in London, Eng., June last.—W.S.

In dealing with this resolution, the Industry and Membership Committee decided to recommend to the Executive that this resolution of this special meeting have the hearty endorsement of the Executive Committee and that notice of this resolution be sent to the Minister of Interior at Ottawa. The National Association of Manufacturers of the United States, and to the Secretary of the Chambers of Commerce, London, Eng.

#### DAILY PRESS.

In the second place, the Committee decided to recommend to the Executive the advisability of subscribing to a representative list of the daily press of Canada, in order that the offices of the Association might be fairly representative of the various interests of all parts of the Dominion. For the same purpose adequate maps are being procured for the use of the different committees.

#### FOREIGN CORRESPONDENCE.

Very important steps were taken in the way of appointing correspondents of the Association to assist in the development of Canadian export trade. The Association has already been in touch with several gentlemen from foreign countries who have rendered valuable assistance in the way of furnishing information about those countries, and the committee recommended the following as correspondents of the Association who would be in a position to give information to members as to the possibility of trade relations in various centres: Messrs. Harrison Watson, curator Imperial Institute, London, Eng.; Moffat, Hutchins & Co., Cape Town, South Africa; C. D. Davies, Ridgetown, Barbadoes, West Indies; T. H. DeSchryver, Auckland, New Zealand; D. H. Ross, Brisbane, Australia; Chas. Dobson, Sydney, Australia; Wm. McLean, Melbourne, Australia.

With reference to the annual meeting the committee recommended the fixing of the date provisionally for September 11 and 12, and advised that a committee be struck off immediately to deal with preparations for this event.

The committee recommended also the passing of the 66 applications for membership, their names appearing on another page.

## Industry and Membership Committee.

THE Industry and Membership Committee have dealt with various matters during the past month. Under its duties comes the investigations of such questions as the metric system of weights and measures, a subject that was formerly discussed in full before a special meeting of the Association. At that special meeting a resolution was passed as follows: Resolved that this meeting recommend to the Executive Committee of the Canadian Manufacturers' Association to place itself on record as in favor of the Government of Canada taking steps to hold a conference of the various representatives of Great Britain, United States and other Anglo-Saxon countries, in order to facilitate the adoption of a common system of weights and measures upon a decimal basis.

This resolution called forth considerable

discussion. As a result the Association received the following communication from the Vancouver Board of Trade:

Secretary Canadian Manufacturers' Association.

DEAR SIR,—At a special meeting of the Committee on Trade and Commerce to consider the question of the Decimal System of Weights and Measures, the following resolution was passed:

Whereas,—The attention of this Board having been called to a resolution recently passed by the Canadian Manufacturers' Association, of Toronto, in favor of a conference being held between Great Britain, United States and other Anglo-Saxon people, with regard to the adoption of a uniform system of weights and measures, and, whereas the Board realizes the vast importance of reform in this direction,



## Railway and Transportation Matters.

WORK OF THE COMMITTEE DURING THE MONTH.

THE Railway and Transportation Committee had to deal with several important subjects during the present month.

### OTTAWA FIRE.

First—Re responsibility of railway companies with reference to goods in transit. This very important question was brought to immediate attention as the result of the Ottawa fire of a year ago. Large quantities of freight consigned to the Canadian Pacific Railway Company were destroyed in the fire, and since that time the shippers have been looking to the railway company to indemnify them for the loss sustained. In the majority of cases nothing further was done save to place the claims for the various amounts before the railway company. Recently, however, a stereotype letter was sent out to all those who had claims to the effect that the C. P. R. had carried insurance for the purpose of meeting losses of this kind, but that the insurance company had declined to pay the railway company, contending that it was not responsible to its customers for damage caused by the fire, and that, therefore, the insurance companies were not liable to the railway.

The letter further stated that in view of this position the railway could do nothing, save to allow the question to be decided by the courts, and certain actions followed, in all of which judgments were given upholding the contention of the insurance company and acquitting the railway company of all liability.

The following is an extract from one of the judgments:

"That fire was an overwhelming catastrophe, not arising through any negligence in any sense attributable to the defendants, but arising on the property of others and sweeping down upon their property, with such irresistible suddenness and force, as no human forethought could have guarded against; nor could any reasonable efforts have prevented the great destruction and loss it caused them (the Canadian Pacific Railway Company) among many."

This decision came as a shock to most of the shippers of freight. The majority of these have all the time been under the impression that the railway company is a common carrier, with responsibility for the safe transit of the goods from the point of shipment to that of destination, and this judgment, to the effect that they were not liable in case that the loss was not attributable to their own negligence, has caused considerable consternation.

The case does not appear to be so much one against the railway company (which seems

to have acted as fairly as possible with its clients, and is at present offering to meet half of the loss sustained) as it is one of an understanding at law as to who is responsible for goods in transit.

The committee had not before it sufficient information to enable it to come to a final decision in this matter, but will prosecute its inquiries further, and is in the meantime communicating with several shippers who sustained losses, in order to find out what the legal position is in the matter.

One thing is plain, however, that if it is the case (as seems to be stated in these judgments) that there is no insurance on goods when loss occurs from other causes than that of negligence of the shipping company, it is time for a change so that such a policy will be taken out as to cover all losses arising from any cause whatever, as otherwise shippers may have to put up with serious losses from time to time.

While there is the immediate question of the loss in this particular fire, there is the much more important question which may effect any shipper at any time as to the assumption of responsibility in the case of all his shipments.

The Railway and Transportation Committee would very much appreciate any suggestions from its members on this point.

### CANADIAN-AUSTRALIAN LINE.

The second matter for consideration was the proposition to ask the Government to subsidize a line of steamships operating from the Eastern coast of Canada to South Africa and Australia. Statistics were brought forward to show the present value of trade between Canada and Australia and between Canada and South Africa. Statistics were also obtained from New York showing the actual amount of Canadian freight shipped from that port to Australia during the six months from October to April of the present year.

The increased freight forwarded pointed very conclusively to the desirability of the establishment of such a line, as in this way alone is it going to be possible for that large extension of Canadian business with the sister colonies to take place.

While it is not deemed desirable to pass any resolution with respect to the proposal to subsidize a line of steamships operating between France and Canada, it was pointed out by certain members that whereas this proposed subsidized line would carry from Canada chiefly raw products and bring back largely manufactured articles to compete with those of home factories, the proposed line to Australia and South Africa would take from us our most highly-finished

products and bring to us in return the raw products of these non-manufacturing countries.

It was decided finally to recommend to the Executive the keeping of this information before them in order to present a strong resolution to the annual meeting in favor of the subsidizing of a line to Australia and South Africa.

### WALKERVILLE RATES.

The question of freight rates from Windsor and Walkerville, Ont., to other points in Canada was introduced by a letter from Messrs. Parke, Davis & Co., of Walkerville. In that letter they pointed out that the rates of their goods, for example, from Walkerville to Toronto were 40c. per 100 lb., as compared with 36c. from Detroit; and, again, of 70c. to Montreal as compared with 58½c. from Detroit. The committee had not before it sufficient facts to show whether or not this discrimination against Canadian industries in favor of those in the United States was general, and applied to all classes of freight from these points, but decided to ask for further information as to rates from Walkerville both from the railway companies and the shippers themselves.

### BONDING PRIVILEGES.

Fourth—Attention was directed to an item in the daily press to the effect that the Government was likely to grant an extension of the bonding privilege to the United States whereby shippers might send less than car-load lots, through any point from one United States port to another.

It was decided to write the Minister of Customs and the Minister of Trade and Commerce, advising that they should not grant any such extension to the bonding privilege to the United States shippers without receiving corresponding advantages from the United States. At present the bonding privileges have not been altogether too satisfactory. Instances were deduced where, for example, goods shipped in bond through New York had bills totaling \$16 for storage expenses, when the total value of the goods was only \$128, and the freight on them from Toronto to India was \$13.

The reason for this high charge appeared from the fact that the United States Customs official has power to order into a public warehouse goods in bond forty-eight hours after their arrival, and the rates charged for such services seem to be entirely out of all proportion to the value of the services rendered.

It was, therefore, deemed advisable to direct the above-mentioned letters to the Departments at Ottawa in order to secure as favorable concessions for Canadian shippers as possible in return for any concessions granted to United States shippers.

The committee has this month begun work under the able chairmanship of Mr. Archibald Campbell, of the Queen City Flour Mills, of Toronto Junction. Mr. Campbell has devoted much attention to the study of the transportation problem, and his services to the Association in this capacity should be most valuable.



## THE PARLIAMENTARY COMMITTEE.

A GOOD MONTH'S WORK.

**D**URING the past month the Parliamentary Committee held four meetings to discuss matters of interest to members of the Association.

**UNION LABEL BILL.**—The first matter was the consideration of Senate Bill "E," to amend the Trade Mark and Design Act so as to admit of the registration of labels or devices of trade unions as trade marks.

The last issue of *INDUSTRIAL CANADA* stated in detail the success of the Association in opposing this legislation, and it is unnecessary to devote more attention to it in this issue.

**PATENT ACT.**—The second matter was Senate Bill "N," to amend the Patent Act so as to admit of the extension of the term of a patent for 10 years in addition to the present 18 years without application to Parliament, but through the Department of Agriculture, in case the holder of the patent had not been able to realize sufficiently from such patent during the original term for which the patent was granted.

This matter was very carefully considered by the committee. They felt that the provisions of this Bill were such as would act injuriously to the development of Canadian industries, inasmuch as it provided machinery for the extension of the life of a patent for 28 years in case the device had not been used in such a way as to obtain the greatest profit. No such provision exists in the United States, and, although in England there is a similar provision, the circumstances are different, inasmuch as in England the original term of a patent is 14 years and the possible term of extension seven years, making the total life of an extended patent only 21 years.

Again, in England it must be shown that profit has not been made out of an invention through no fault of the holder. In the Canadian Act proposed, however, no such safeguard was provided, and hence the committee decided to oppose the Act, and prepared a letter setting forth their objections to be sent to the Minister of Agriculture, and also to the chairman of the Banking and Commerce Committee of the Senate.

**THE ONTARIO MINES ACT.**—The attention of the committee was directed to the amendments to the Ontario Mines Act, passed in the session of the Ontario Legislature of 1900, providing for the charging of licenses and other fees on nickel and copper not refined in Canada. The Act had not been put in force, but was left with the Governor-in-Council to put into operation at his discretion.

Certain strong representations were made by representatives of English capital-

ists who had invested money in mining operations within the Province on the understanding that no fees of any kind were to be imposed. It was contended that the Act in question tended to destroy confidence in Canadian investments, and to prevent the further development of the country. Letters were sent out by the committee to ascertain the views of those members whose interests were most nearly allied to those affected by the Act, but the replies received did not indicate any strong desire that the Association should take up the matter. Consequently, it was decided not to recommend any action with reference to the application for disallowance of the Act.

**THE BELL TELEPHONE ACT.**—The Act to amend the Bell Telephone Co.'s Act before the Senate was also discussed, and a small committee appointed to draw up a resolution on this subject for submission to the Executive. The report of this committee provided for the taking up of the question in the House of Commons, should it succeed in passing the Senate, in such a way as to endeavor to have the interest of subscribers adequately protected.

### TORONTO INDUSTRIAL EXHIBITION.

More than usual interest seems to be manifested in the annual fair in Toronto this year. Owing no doubt to the Pan-American Exhibition being held within three hours' ride of Toronto, a large number of visitors, both Canadian and foreign, will arrange to take in both exhibitions, and special facilities are being arranged for by the railway companies to admit of extension of tickets to provide for this trip.

Added to this has been the interest created by the very great possibility of the erection of new and suitable buildings for the display of manufactured goods.

Following up these advantages the Exhibition Association has sent out circulars to the manufacturers asking them to arrange for as adequate display of their goods as possible. The replies to these circulars have been very gratifying and indicate that a very great number of manufacturers will exhibit for the first time this year in addition to those who have been regular exhibitors.

Few of them have found it to their advantage to exhibit in Buffalo owing to the very high tariff against goods entering the United States; but the question of exhibiting at Toronto has appeared to them in a different light, as it is likely that those purchasers who are interested in Canadian goods will also visit the

Industrial Exhibition and there have an opportunity of seeing Canadian goods.

The by-law for the providing of the necessary funds to erect the new buildings will be submitted to the citizens of Toronto on May 31, and should it be approved of, as it likely will, the manufacturers can count on having adequate space at their disposal for the most advantageous display of their goods.

It will be necessary, however, for any desiring to secure space to apply early, as the increasing interest in the Exhibition means that space will be at a premium.

### INDUSTRIAL EXHIBITION COMMITTEE.

The representatives of the Manufacturers' Association at the Industrial Exhibition Association held a meeting during the month to consider the views of manufacturers with reference to the by-law to be submitted in the city of Toronto, for the purpose of raising funds for the erection of new manufacturers' buildings.

The committee felt that the need for these buildings was such that any assistance given to the Industrial Exhibition Association in obtaining the necessary grant would be working in the very best interests of the manufacturers of the country. Consequently there was a strong letter written, setting forth the need for such buildings, if the manufactures were expected to continue to advance, and it also set forth the special desirability of having such buildings in time for the present Exhibition this year, in order that visitors from the Pan-American Exhibition might be as favorably impressed as possible with the display of Canadian-manufactured goods.

The letter is not printed yet, but has been sent to the daily press of Toronto.

### HIGHER EDUCATION AND MANUFACTURING.

At the annual meeting of the Association in August last a resolution was passed drawing attention to the need of the universities and centres of high education giving more attention to teaching of those subjects which apply directly to the development of the natural industries of the country.

A copy of this resolution was forwarded to the principal universities of Canada and acknowledgments received from most of them. Since that time the University of Toronto has acted upon the suggestion by appointing a special committee to confer with the Association.

The result of their conference has been that announcement has now been made by the Provincial University of Ontario that it will institute a special commercial course looking to a diploma in commerce at the end of two years.

The course prescribed cannot, of course, be an extensive one, but provides for the teaching of such subjects as are likely to prove of practical service to young men



choosing business or manufacturing for their profession.

Briefly speaking, the course in the first year requires the study of English language with attention to writing of original essays; the study of two of the four following modern languages, French, German, Spanish and Italian; mathematics with interest forms; also special study of chemistry and physics and the introduction of elementary political economy covering such questions as production, distribution, labor questions, etc.

The second year requires the continuation of work in English literature and with the two modern languages already provided for in the first year; the continuation and extension of the work in political economy to take up such subjects as banking, transportation, finance and taxation; also elementary commercial law. Work will also be continued in one of the following special lines: Mechanical drawing, applied chemistry, electricity and architecture.

The arrangement for this course in the University of Toronto marks a significant advance and, no doubt, means the devoting of similar attention by all the other Canadian universities to those subjects which pertain more closely to business and commercial life. In such work the universities will have the cordial support of the various commercial organizations of Canada.

#### AGRICULTURAL IMPLEMENT MANUFACTURERS.

For some time past the agricultural implement manufacturers have been considering the advisability of forming themselves into an association for the discussion of various matters of interest to the agricultural implement trade. Final steps in this direction were taken on Thursday, May 16, when representatives from the leading agricultural implement manufacturers in Canada met at the rooms of the Canadian Manufacturers' Association and resolved to form themselves into a section of the Association to be known as the Agricultural Implement Section of the Canadian Manufacturers' Association.

Officers and Executive Committee were elected as follows: Chairman, Mr. James Maxwell, of David Maxwell & Sons, St. Marys, Ont.; vice-chairman, H. Horsman, of Frost & Wood Co., Smith's Falls; secretary, Mr. T. A. Russell (secretary Canadian Manufacturers' Association). Executive Committee: Mr. H. Cockshutt, Cockshutt Plow Co., Brantford, Ont.; Mr. H. P. Coburn, of Sawyer & Massey, Hamilton; W. F. Johnston, Noxon Manufacturing Co., Ingersoll, Ont.; W. E. H. Massey, Massey-Harris Co.

The Executive Committee was asked to prepare a set of constitutions and by-laws to be approved of subsequently by the members at the next meeting of the section.

Other matters of interest to the trade were touched upon. The section will now be in a position to take up any question of interest to the agricultural implement members and trust to deal with certain matters that are handicapping the development of the industry at the present time.

## GROWTH IN MEMBERSHIP.

*New Members Accepted During the Past Month.*

#### ONTARIO

Ajax Optical Co., Toronto, frameless spectacles and eye glasses.  
Brown, Boggs & Co., Hamilton, manufacturing tinsmiths', canners', and sheet-metal workers', tools and machines.  
Carborundum Co., The, Niagara Falls, carborundum, carbide of silicon.  
Cowan & Britton, Gananoque, nails.  
Cowan & Co., Galt, boilers, engines, etc.  
Cramp Ontario Steel Co., The, Collingwood.  
Dominion Brewery Co., Limited, Toronto, ales, porter and malt.  
Durham Rubber Co., Bowmanville.  
Fleury's Sons, J., Aurora, ploughs, grain grinders, etc.  
Jones Engraving Co., J. L., Toronto, designing, illustrating, half-tone engraving, zinc etching, wood engraving, etc.  
Lazier & Sons, S. A., Belleville, flour, wrapping paper, carpet lining, shingles.  
Lytle & Co. T. A., Toronto, pickles.  
Malcolm, Andrew, Kincardine, house furniture, office furniture, desks, bank-fittings, etc.  
Parmenter & Bulloch Co., Limited, Gananoque, nails, rivets, carpenters' braces, etc.  
Peterborough Canoe Company, Limited, Peterborough, canoes, boats, launches, doors, sash and house-fittings, furniture and store-fittings.  
Publishers' Syndicate, Limited, The, Toronto, printing, binding, books and stationery.  
Reinhardt & Co., Toronto, ale and beer.  
Renfrew Woollen Mills, Renfrew, blankets.  
Skinner Company, Limited, The, Gananoque, saddlery and carriage hardware, harness, snaths.  
Smart-Eby Machine Co., The, Hamilton, engines, parts of engines, boilers, etc.  
Smith's Falls Malleable Iron Works, Smith's Falls, malleable iron.  
Todhunter, Mitchell & Co., Toronto, spices, etc.  
Toronto Brewing and Malting Co., Toronto.  
Walker, Parker & Co., Toronto, shoe factory.  
Woodstock Wind Motor Co., Limited, Woodstock, windmills, pumps, etc.

#### QUEBEC.

Alaska Feather & Down Co., Limited, The, Montreal, bed quilts, mattresses, pillows, etc.  
Archer, Joseph, Quebec, builder and manufacturer of lumber.  
Blouin & Fils, J. B., Levis, boots and shoes, fancy lines of footwear.  
Casavant Brothers, St. Hyacinthe, church organs.  
Chinic Hardware Co., The, Quebec, millstones for flour and grain, cut nails.  
Gignac, J. H., Quebec, sawmill and planing mill.

Girard & Goden, Three Rivers, coffins and caskets.  
Goodhue & Co., J. L., Danville, leather, belting lace and picker leather.  
Goulet & Garant, Quebec, boots and shoes.  
Granby Last Mfg. Co., The, Granby, lasts.  
Gulline Horse Collar Co., Granby, horse collars.  
Houde & Co., B., Quebec, tobacco.  
Langlois & Co., J. S., Quebec, boots and shoes.  
Lemcseurier & Sons, J., Quebec, tobacco.  
Laliberte, J. B., Quebec, fur goods factory.  
Laurentide Pulp Co., Limited, The, Grand Mere, ground wood pulp, sulphite pulp, cardboard, news paper, lumber.  
Matte, T., Quebec, oiled clothing.  
Marsh Co., Limited, The, Wm., Quebec, boots, shoes, etc.  
Miller Bros., Co., Limited, The, Montreal, strawboards, woodboards, paper boxes, paper, etc.  
Miller & Lockwell, Quebec, tobacco.  
Muir Co., James, Quebec, boots and shoes.  
Payne, J. Bruce, Granby, cigars.  
Peters, Simon, Quebec, sashes, doors, blinds.  
Ritchie Co., Limited, J., Quebec, boots and shoes.  
Rochette, G., Quebec, boots and shoes.  
Rock City Tobacco Co., Limited, The, Quebec, tobacco.  
Tebbut Bros., Three Rivers, boots and shoes.

#### NOVA SCOTIA.

Acadia Powder Co., Halifax, sporting, sealing, blasting powder.  
Acadia Sugar Refining Co., Limited, Halifax, sugar refiners.  
Clayton & Sons, Halifax, clothing.  
Consumers' Cordage Co., Dartmouth, cordage, twines, cords.  
Dominion Electric Works, Limited, Halifax, electric fuses, blasting batteries.  
Moir, W. & A., Halifax, engineers and machinists.  
Nova Scotia Fertilizer Co., Halifax, fertilizers.  
Silver, H. R., Halifax, manufacturer of fine syrups.  
Smith, N. & M. Halifax, dry and pickled fish.  
Starr, Son & Co., John, Halifax, hot water and steam heaters.

#### NEW BRUNSWICK.

Record Foundry and Machine Co., Moncton, stoves, ranges and furnaces.

#### BRITISH COLUMBIA.

Albion Iron Works Co., Limited, Victoria, ironfounders, engineers, marine and land boilers, engines, canning and mining machinery, pumps, water pipes, heating and cooking stoves, etc.



# Industrial Canada.

Issued about the middle of every month by  
The Canadian Manufacturers' Association.

INDUSTRIAL CANADA is sent free to all members of the Association. The fee for membership is \$10 per annum, payable in advance.

Subscription to non-members, \$1.00 per annum, payable in advance.

## OFFICERS OF THE ASSOCIATION, 1900.

### PRESIDENT:

P. W. ELLIS, - P. W. Ellis & Co., - Toronto.

### FIRST VICE-PRESIDENT:

C. C. BALLANTYNE, The Sherwin-Williams Co., Montreal.

### ONTARIO VICE-PRESIDENT:

CYRUS A. BIRGE - Canada Screw Co. - Hamilton.

### QUEBEC VICE-PRESIDENT:

E. TOUGAS - P. D. Dods & Co. - Montreal.

### NOVA SCOTIA VICE-PRESIDENT:

D. W. ROBB, - Robb Engine Co. - Amherst.

### NEW BRUNSWICK VICE-PRESIDENT:

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### MANITOBA VICE-PRESIDENT:

F. W. THOMPSON, Ogilvie Milling Co., Winnipeg.

### BRITISH COLUMBIA VICE-PRESIDENT:

F. C. WOLFENDEN - Okanagan Flour Mills Co., Armstrong, B.C.

### TREASURER:

GEO. BOOTH, - Booth Copper Co., - Toronto.

### SECRETARY:

T. A. RUSSELL, B.A., - - - - - Toronto.

### CHAIRMAN MONTREAL BRANCH:

FRANK PAUL, Belding, Paul & Co., Montreal.

### CHAIRMAN TORONTO BRANCH:

W. K. GEORGE, Standard Silver Co., Ltd., Toronto.

### CHAIRMAN HALIFAX BRANCH:

A. C. STEVENS, Nova Scotia Furnishing Co., Halifax.

Address all communications respecting subscription, advertising rates, etc., to

### SECRETARY,

Canadian Manufacturers' Association,  
Board of Trade Building,  
Toronto.

**TORONTO, MAY 22, 1901.**

## NOTICES.

The regular monthly meeting of the Executive Committee will be held on Tuesday, June 11, at 2 p.m., in Council Chamber, Toronto Board of Trade Building, Toronto. Any member of the Association is cordially invited to attend.

Annual meeting of the Association at Montreal, September, 1901.

Members who have not already done so are requested to send in 3 copies of their catalogues for use at the Glasgow and Pan-American Expositions.

## The Annual Meeting.

The fixing of the date of the annual meeting has been receiving the attention of the Executive and other committees this month. It is most important to fix a time suitable for all the members who are now enrolled in the Association. Montreal has been decided upon as the place of meeting, and the date thought most suitable has been the latter part of the month of September. It is undesirable that such an important event should take place during the visit

of the Duke of York to Canada, when all attention would be given to tendering a suitable welcome to His Highness. For this reason it has been difficult to fix upon the exact date, but probably some time from the middle to the end of September would be found satisfactory.

The members are, therefore, requested to prepare for attendance at the annual meeting in Montreal during the month of September. Without doubt it will be the most representative gathering of manufacturers ever held in Canada, and the Association now numbers over 800 members in every part of the Dominion, and matters of great importance to the industrial and commercial progress of Canada will come up for consideration.

## Constitution of the Association.

A special committee has been appointed to receive suggestions and consider amendments to the constitution of the Canadian Manufacturers' Association, in order that it may be put thoroughly in shape prior to the annual meeting.

The increased importance of the organization demands certain changes in its original constitution and by-laws, and any members having any suggestions to make should communicate these to the secretary.

## Foreign Trade.

It is very gratifying now to find so many foreign visitors who have made use of the office facilities of the Association speaking in such high terms of the organization of the Manufacturers' Association in Canada. Several visitors have already written in a tone similar to that of Mr. Wm. McLean, whose letter is published in this paper, to the effect that nowhere in their travels to the various manufacturing centres have they found any such facilities for putting them in such direct touch with manufacturers of all lines as through the Association.

It is very gratifying to the members of the Association to know that their Association is being conducted by themselves and for themselves.

## Growth in Membership.

There has been no more gratifying feature of the work of the Association during the past month than the steady growth in membership. It is a significant feature of the industrial manufactured products of Canada that the Association that represents their interests has now a membership of over 800, the membership drawn from every Province in the Dominion, and representative of all the various manufacturing interests that are called Canadian.

This growth in the membership of the Association will tend to impress also upon the public generally the rising importance of manufacturing as a branch of Canada's natural resources. Canada will now be ranked, not only as a fertile country for agricultural purposes, with resources for

the miner and fisher, but also a country of strength in the manufacturing and industrial world.

The Directory of Membership now being published runs into a volume of 400 pages, and will do much to advertise Canadian industries throughout all the civilized world.

## Advertising in "Industrial Canada."

At the annual meeting of the Association, the report of the Committee on INDUSTRIAL CANADA advised that certain space in the journal be devoted to the business cards of the members. It was adopted, and very strict regulations placed upon the size of the advertisement and the class of type to be used. Since that time, however, the importance of INDUSTRIAL CANADA as a medium of intercourse has very greatly increased, and now has a regular minimum circulation of 1,500 copies. Consequently, several of the members, as well as other parties, have desired to use the journal as a means of making business announcements, and the restrictions placed upon the style of advertisement have prevented these.

At the last meeting of the Executive Committee the matter was very thoroughly considered, and a resolution passed favorable to a wider extension of the granting of advertising space in the journal.

The matter is now being taken up by the Committee, and any information as to advertising space, etc., will be furnished on application to the secretary.

## Trade Commissioner.

Apropos of the agitation now being carried on by the Association for the establishment of a Canadian trade commissioner in London, England, The Monetary Times has the following:

"Reference has been made in our columns more than once to the suggestion made by Mr. George H. Hees, through the Canadian Manufacturers' Association, that the Dominion Government appoint a trade commissioner to England. The appointment of such a man, provided he is the right sort of man, would result, we believe, in a very great increase of Canadian exports to the United Kingdom. Editorially, and by means of letters from correspondents in London, we have shown the need that exists for some agency other than the High Commissioner's office, or displays in the Imperial Institute, for making known, in detail, by a practical Canadian business man, to interested merchants in London or Liverpool or Glasgow, what products of field, garden and factory Canada is able to send abroad. Again, we say, let a first-class man be established in London, with a salary of \$5,000, or, if necessary, \$10,000, and an allowance of \$10,000 or \$15,000 more per annum for office and travelling expenses. Such an outlay is trivial in comparison



with the enormous advantage to be gained in the British market."

There can be no doubt but that all Canadian business men who have taken the trouble to look into this matter are convinced of the advisability of adopting the suggestion referred to. As our esteemed contemporary points out, the cost involved would be trivial in comparison to the benefit to be derived, as such an office in London would doubtless lead to a great extension of Canadian trade with Great Britain.

At present, neither the High Commissioner's office nor the Canadian section of the Imperial Institute is in a position to fully look after Canadian trade interests in Great Britain; and, consequently, the results are not what they should be. What is needed is an active, progressive business man, with a good salary, a properly equipped office conveniently situated to the business community in London, who can devote his whole time and energy to securing an entrance for Canadian goods in the British market.

To many members of the association this is a matter of very great importance. Hitherto the association has been receiving inquiries from Great Britain for Canadian manufactures through the High Commissioner's office and the Imperial Institute; but, as has been said, the number and quality of these inquiries is not always satisfactory. The association has, however, published them for the benefit of their members, and, as a result, many have succeeded in finding business. Needless to say, if we had a proper trade commissioner in London the number of inquiries received would be much greater, these inquiries would be published to the members, and thus many members already shipping to England would have their exports increased. Others who do not at present export would be led to do so for the first time, and those who do not export at all would be indirectly benefited.

Apparently, all that is needed to obtain the desired result is to impress the Government with the unity of opinion of Canadian business men in favor of taking the step suggested.

### CORUNDUM EXHIBIT.

The Association is in receipt of a very handsome display of samples of corundum from the Canada Corundum Co., whose mines are situated at Combermere, Ont. The samples comprise some seventeen different grades of the ore, as partially prepared for the use of manufacturers.

Corundum is rapidly obtaining a prominent position as an abrasive material for use in all the various industries for which such materials are required.

This exhibit at the rooms of the Association will be of interest to the manufacturers who call there.

It might be well here to remark that the Association is always glad to receive partially manufactured or manufactured articles from its members for display in the general offices of the Association.

## Canada At The Glasgow Exhibition.

THE following is part of an interesting letter from Mr. G. P. Breckon, of The Metallic Roofing Co., Toronto:

"Entering the exhibition grounds by the Kelvingrove street gate, the visitor is immediately confronted with a large substantial-looking structure over the entrances to which, in large letters, appears the welcome word 'Canada,' while on numbers of flag staffs float the Dominion ensign. The building is 180 feet long by 60 feet wide, with walls some 23 feet high, and with the exception of the main industrial hall and the music pavilion, is the best building on the grounds. It has three large entrances, one at either end and one at the side directly in front of the Kelvingrove street gate, and is so arranged that every exhibit can be seen to advantage.

"The location of the building is the best on the grounds, which is saying a good deal for Canada, as the site was obtained only after considerable difficulty, for, as a member of one of the largest firms in Scotland who had been refused the site before Canada got it, remarked: 'You would not have got it either if it had not been for the war.'

"The walls on the inside are covered with red cottonette, with numerous flags draped on all the pillars and other points of vantage, while the floors are covered under the exhibits with a warm red carpet, and in the aisles with linoleum.

"In the centre of the building stands an octagonal grain trophy some 33 feet high and 64 feet in circumference at the base, which is universally conceded to be the finest exhibit of grains that has ever been put up at any exhibition.

"Good exhibits of woods, natural history, and fruit are also shown.

"In agricultural implements, a first-class show is made by The Massey-Harris Co., The Noxon Co., D. Maxwell & Co., Cockshutt Plough Co., Verity Plough Co., and Frost & Wood. Some carriages are shown by The Canada Carriage Co., McLaughlin Carriage Co., and the J. B. Armstrong Manufacturing Co. The McClary Manufacturing Co. show a very good line of stoves and ranges, suited for this country.

"In addition to our Canadian building, Canada has also about 12,000 square feet of floor space in the main industrial hall, located almost opposite the main entrance and only a step away from the Royal reception rooms. An excellent display of our mineral resources is made by the Canadian Government.

"A modern cold-storage plant in actual operation, shown by The Linde British Refrigeration Co., of Montreal, is attracting a lot of attention.

"The Wm. Davies Co., of Toronto, have a splendid and very attractive display of Canadian bacon and hams.

"The exhibition is still very much behind time, and some sections will not be ready for weeks yet. In this connection Russia is the greatest offender, but Canadians will be pleased to know that on the day of the formal opening, Canada was so nearly com-

pleted that it was common talk that we were the only people ready. While our spaces were practically filled up to the uninitiated, I regret to say to the discredit of some of our manufacturers that their exhibits are not here yet.

"No words of commendation are too strong to bestow on our Canadian Commissioner, Mr. W. D. Scott, who has had sole charge of the getting of the site and the erection of the building, the securing of the space in the main hall, and last, but not least, the allotting of the space to the exhibitors and seeing exhibits properly installed of firms not personally represented. He has had an immense amount of work, and has handled everything with rare tact and ability and without any confusion. He is a veritable walking encyclopedia on everything Canadian, an indefatigable worker, and in appointing him sole commissioner, our Government made no mistake.

"Canada can justly feel proud of her display at this exhibition, which, without doubt, will do the country an immense amount of good. 'Seeing is believing,' and the Canadian section is the most popular and most talked of on the grounds. The word 'Canada' is being put as much in evidence as possible, and in going through the Canadian exhibits the visitor sees 'Canada' everywhere.

"The opportunity is now ripe for our manufacturers to do business in this country, but if they wish to succeed they must come over and see the requirements, for what suits Canada will not do here, and it is only a question of giving the people what they want and are willing to pay for. Some of our manufacturers are doing a large trade here, but they make special goods suited for this market, and this is the only way trade can be done."

G. P. BRECKON.

Glasgow, May 10, 1901.

(To be continued.)

### SKILLED HELP FOR FACTORIES.

The Association is in receipt of two communications from graduates of the School of Practical Science who are anxious to find employment in Canada with manufacturers here.

A large number of graduates of this School have been compelled to go to the United States for employment in the large industrial concerns in that country. Many of them now wish to lend their energies to the development of home industries and hence the receipt of the two communications above mentioned.

One of these is a graduate of the School in Mechanical and Electrical Engineering. The other one is an honor graduate in the Chemical Department of the School, and any of our manufacturers desiring to have the services of these young men, who are willing to begin at the bottom, in their factories and prove their merit, will gladly be placed in communication with them on application to the secretary of the Association.



# FOREIGN TRADE NEWS.

## TRADE INQUIRIES.

*NOTE.—For further information regarding any inquiry mentioned on this page, apply to the Secretary, at Toronto.*

**Agricultural Implements, etc.**—A correspondent in Wales asks for the addresses of Canadian manufacturers of agricultural implements and machinery, radiators, lawn mowers, wind-mills and pumps, wire nails, etc.

**Asbestos.**—Inquiry for Canadian exporters from a New York correspondent.

**Birch Chair Seats.**—A Belfast house invites quotations for birch chair seats, 15 in. x 15 in. x 1¼ in.; for birch squares, 1¼ to 1½ in., short lengths. All to be delivered at Belfast, with which there is regular steamship communication.

**Caviar.**—An inquiry comes from the United States Export Association, New York, asking for exporters of Canadian caviar.

**Clothes Pegs.**—Inquiry from a Montreal manufacturer asking for names of manufacturers of clothes pegs with brass springs.

**Clothing and Furnishings.**—A gentleman in Michigan, who is thinking of locating in New Ontario, writes us inquiring for lists of wholesale clothing and furnishing goods houses.

**Cotton Seed Soap Stock.**—Inquiry from a Philadelphia firm for names and addresses of Canadian manufacturers.

**Enamelled Labels.**—A manufacturing firm in Ontario inquires for names and addresses of manufacturers who can enamel labels on tins.

**Enamelled Ware.**—An inquiry has been received from Brisbane (Australia) for names of Canadian manufacturers of enamelled ware.

**Fertilizers.**—A gentleman in New York engaged in export business makes inquiry for Canadian producers of fertilizers, phosphate of lime, etc.

**Flax Dealers.**—A gentleman in Montreal doing a large business makes inquiry for names and addresses of leading Canadian dealers in flax.

**Linseed Cake and Meal.**—A Montreal manufacturing company is anxious to hear from parties in Canada who are prepared to furnish them with this product in large quantities.

**Orham Wood.**—An English manufacturer of church, school, and other kinds of furniture, asks for names of Canadian exporters of orham wood in planks; also of shippers of sawn and turned chair and seat material, etc.

**Paper.**—A Nottingham correspondent of the Imperial Institute asks for names of Canadian manufacturers of paper who are exporting to the United Kingdom.

**Shovel Handles.**—A New Brunswick manufacturer wishes to know the addresses of manufacturers of shovel handles.

**Tobacco.**—The names of a few tobacco manufacturers in Canada are asked for by a London firm.

**Wheels, and Wheel timber, Panels, Shafts, Etc.**—(to be used by carriage builders) — An English correspondent, who is opening an agency office in London, England, states that he is able to open up a large trade in these articles, provided proper prices are quoted.

**Wood Alcohol, Acetate of Lime.**—A correspondent in New York who is giving attention to the export of Canadian minerals and chemicals makes inquiries for sources from which he can obtain wood alcohol and acetate of lime.

**Wood for Boxes.**—A Birmingham firm wishes to arrange for supplies of wood suitable for making boxes, or would act as selling agents for producers in a position to supply same.

**Wood Pulp.**—The names of Canadian wood pulp exporters are asked for.

A merchant in Paris invites correspondence from parties in Canada interested in the export of.

## INQUIRY FOR FOLDING SEATS.

Secretary of Canadian Manufacturers' Association is in receipt of a communication from London, Eng., enclosing a cut of a folding seat intended to accommodate four people, and with the inquiry for the possibility of having these supplied in Canada. The customer in view states that he will require from 20,000 to 30,000 of these particular seats, and is prepared to give the orders between now and August 1, requiring delivery within one year.

The supplies have, heretofore, been purchased in the United States at a certain price, but if they can be got at the same rate from Canada, the merchant is prepared to give the Canadian manufacturers the preference.

The Secretary will be glad to furnish any further information to anyone who may inquire.

## CANADIAN EXHIBIT AT GLASGOW.

The Secretary is in receipt of a letter from W. D. Scott, Commissioner of Canadian Section, Glasgow International Exhibition, under date of May 6.

He states that, "We have now practically all our exhibits in, with those coming to hand. We expect some more on Tuesday or Wednesday of this week, and of those who arranged for space, only two, I think, have failed to occupy it, therefore, we are practically the only colony who had the exhibits ready on the opening day, which was originally intended for May 7, but, at the request of the Duchess of Fife, took place on May 2. Those who have seen, have stated that we have succeeded in getting our exhibits into a very creditable condition."

"I will have a list of our exhibits sent to you as well as a plan of the buildings at once, and I will also send you in a few days some photographs which will give you some idea of the interior and exterior of the building."

## BRITISH AGENTS.

A large agency firm in Liverpool, England, who have received a copy of the Canadian Trade Index, writes us, stating that they are anxious to obtain sole agencies for Canadian manufacturers and would be willing to work their interests in that country. They have also a continental connection among soap and candle makers for tallow, corn oil, greases, etc., and would like to get into direct communication with Canadian shippers of the articles named, and also to act as their representatives in Liverpool and London for the sale of their consignments. They have reliable agents in the East and along the West Coast of Africa for manufactured goods, cutlery, woodware, hardware, confectionery, etc. They are also open for an agency in wood pulp and would personally visit the paper mills in the United Kingdom.

The Association will be glad to furnish the address of this firm to any member desiring to communicate with them.

## ITALIAN AGENTS.

A communication has been received from a large firm of commission agents in Turin, Italy, who are anxious to obtain agencies for Canadian imports in that country. They state that the prospects for business are good, there being a large demand for hides, tallow, lard, canned goods, dried and evaporated fruits, wood pulp, etc. They devote special attention to handling machinery, for which they have a special expert engineer on their staff. Any member desiring further information about this firm can obtain it on application to the secretary.



# OCEAN SAILINGS.

As announced in last issue, we publish below a list of dates of sailings of ocean steamships from Atlantic and Pacific ports, which it is hoped will prove useful for reference to Canadian shippers:

## MONTREAL SAILINGS.

### TO LIVERPOOL—

Wassaw.....	May 31st.
Parisian.....	June 1st.
Lake Champlain.....	" 7th.
Australasian.....	" 8th.
Lake Megantic.....	" 14th.
Corinthian.....	" 15th.
Lake Superior.....	" 21st.
Tunisian.....	" 22nd.
Lake Simcoe.....	" 28th.
Numidian.....	" 29th.
Lake Ontario.....	July 5th.
Parisian.....	" 6th.

### TO LONDON—

Kildona.....	May 24th.
Montauk.....	" 25th.
Montevidean.....	" 28th.
Devona.....	" 31st.
Montezuma.....	June 1st.
Iona.....	" 7th.
Cervona.....	" 14th.
Brazilian.....	" 15th.
Hurona.....	" 21st.
Rosarian.....	" 27th.
Fremona.....	" 28th.
Kildona.....	July 5th.

### TO GLASGOW—

Orcadian.....	May 29th.
Lakonia.....	" 29th.
Marina.....	June 5th.
Livonian.....	" 5th.
Norwegian.....	" 12th.
Amorynthia.....	" 12th.
Ontarian.....	" 19th.
Kostalia.....	" 19th.
Tritonia.....	" 26th.
Sarmatian.....	" 26th.
Lakonia.....	July 3rd.

### TO BRISTOL—

Yola.....	May 31st.
Degama.....	June 7th.

### TO LEITH—

Leander.....	June 4th.
Jacona.....	" 21st.
Bellona.....	" 28th.

### TO ABERDEEN—

Escalona.....	May 24th.
Escalona.....	June 30th.

### MONTREAL TO BELFAST:

Torrhead.....	June 5th.
Ramorehead.....	June 15th.

### MONTREAL TO DUBLIN:

Inishowen.....	June 3rd.
Glenarm.....	June 25th.

### QUEBEC TO LONDON—

Indian.....	May 31st.
Almerian.....	June 10th.
Belgian.....	" 23rd.

## PORTLAND SAILINGS.

### TO LIVERPOOL—

Dominion.....	June 1st.
Cambronian.....	" 8th.
Roman.....	" 15th.
Ottoman.....	" 22nd.
Vancouver.....	" 29th.
Dominion.....	July 6th.

### TO LONDON—

Arroya.....	June 1st.
Steamer.....	" 8th.
Strathnevis.....	" 15th.
Cumeria.....	" 22nd.
Nordforer.....	" 28th.
Breckfield.....	July 5th.

## PACIFIC SAILINGS.

### VANCOUVER TO SYDNEY, AUSTRALIA—

Warrimoo.....	May 29th.
Miwera.....	June 26th.

### VANCOUVER TO JAPAN AND CHINA—

Empress of China.....	May 28th.
Empress of India.....	June 18th.
Empress of Japan.....	July 9th.

## NEW YORK SAILINGS.

### TO LIVERPOOL—

Tauric.....	May 28th.
Teutonic.....	" 29th.
Nomadic.....	" 31st.
Lucania.....	June 1st.
Bohemian.....	" 1st.
Cymric.....	" 4th.
Germanic.....	" 5th.
Etruria.....	" 8th.
Cevic.....	" 11th.
Servia.....	" 11th.
Majestic.....	" 12th.
Campania.....	" 15th.

### TO SOUTHAMPTON—

St. Paul.....	May 29th.
St. Louis.....	June 5th.
Steamer ?.....	" 12th.
St. Paul.....	" 19th.

### TO MANCHESTER—

Calderon.....	June 1st.
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### TO LONDON—

Marquette.....	June 1st.
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## HALIFAX SAILINGS.

### HALIFAX TO LIVERPOOL—

Grecian.....	June 7th.
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### HALIFAX TO SANTIAGO, CUBA; KINGSTON,

BLACK RIVER AND MONTEGO BAY,

### JAMAICA—

Steamer.....	June 1st.
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### HALIFAX TO KINGSTON, JAMAICA, VIA BERMUDA AND TURKS ISLAND—

Beta.....	June 15th.
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### HALIFAX TO DEMERARA VIA BERMUDA, ST. LUCIA, BARBADOES, TRINIDAD—

Erna.....	June 3rd.
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Oruro.....	July 1st.
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Calling homewards at same ports, also St. Vincent, Dominica, Montserrat, Antigua St. Kitts.

### HALIFAX TO DEMERARA VIA BERMUDA, ST. KITTs, ANTIGUA, MONTSERRAT, DOMINICA,

ST. LUCIA, BARBADOES, ST. VINCENT, GRENADA, TOBAGO AND TRINIDAD.

Orinoco.....	July 17th.
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Calling homeward at same ports.

Minnehaha.....	June 1st.
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Menominee.....	" 8th.
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### TO BRISTOL—

Kansas City.....	May 28th.
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Llandoff City.....	June 3rd.
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Boston City.....	June 8th.
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### TO HULL:

Toronto.....	June 1st.
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Martelle.....	June 8th.
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### TO GLASGOW:

City of Rome.....	June 1st.
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Laurentian.....	June 5th.
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### TO HAMBURG:

Columbia.....	May 30th.
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Phoenicia.....	June 1st.
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Fuerst Bismarck.....	June 6th.
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Patricia.....	June 8th.
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Deutschland.....	June 13th.
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### TO ROTTERDAM:

Statendam.....	June 1st.
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Potsdam.....	June 8th.
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### TO BREMEN:

Kaiser Wil. der Grosse.....	May 28th.
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Barbarossa.....	May 30.
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Koenigin Luise.....	June 6th.
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Kaieserin Maria Theresia.....	June 11th.
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Friederich der Grosse.....	June 13th.
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### TO ANTWERP:

Kensington.....	May 29th.
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St. Hugo.....	June 1st.
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Zieland.....	June 5th.
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British King.....	June 8th.
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### TO HAVRE:

Steamer.....	May 29th.
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La Bretagne.....	May 30th.
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La Champagne.....	June 6th.
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Bordeaux.....	June 11th.
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La Loeraine.....	June 13th.
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### TO NAPLES AND GENOA:

Marco Minghetti.....	May 29th.
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Sicilia.....	May 30th.
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Citta Di Torina.....	June 3rd.
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Archimede.....	June 5th.
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### TO SOUTH AFRICA — CAPE TOWN, PORT ELIZABETH, ETC.:

Neidenfels.....	June 5th.
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### TO AUSTRALIA AND NEW ZEALAND:

Mimiro.....	May 30th.
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Southern Cross.....	June 10th.
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Knight of St. George.....	June 15th.
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### TO CHINA AND JAPAN:

Satsuma.....	May 30th.
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Steamer.....	June 20th.
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## BOSTON SAILINGS.

### BOSTON TO LIVERPOOL:

Irishman.....	May 31st.
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Commonwealth.....	June 5th.
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Turcoman.....	June 14th.
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## AUSTRALIAN AND JAPAN MAILS.

The following are the dates of mails leaving for Australia:

### VIA VANCOUVER:

May 31st.
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June 28th.
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July 26th.
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These mails close at Toronto 6 days in advance of above dates.

### VIA SAN FRANCISCO:

May 29th.
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June 19th.
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These mails close at Toronto 7 days in advance of above dates.

The following are the dates of mails leaving for Japan and China:

### VIA VANCOUVER:

May 27th.
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June 17th.
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July 8th.
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Closing at Toronto 5 days in advance.

### VIA SAN FRANCISCO:

May 29th.
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June 6th.
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June 14th.
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June 22nd.
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June 29th.
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Closing at Toronto 6 days in advance.



## NEW CATALOGUES RECEIVED.

Beal Bros., Toronto, Ont., Harness catalogue No. 1. It represents various lines of horse collars, saddlery, hardware, sweat pads, harness, saddles, halters, horse brushes, etc., made by this enterprising firm.

J. & T. Bell, Montreal: A handbook entitled "A Modern Shoe Factory," being a reprint of an article published in The Monetary Times, giving an account of their factory and its history.

The Canadian Office and School Furniture Co., Limited, Preston, Ont.: Price list and illustrated catalogue of the various lines of office, school, church, lodge and opera furniture manufactured by them; bank, office, hotel, drug and jewelry stores, and court house fittings being a specialty.

Cobourg Mat, Matting and Carpet Works, Cobourg: Price list of cocoa mattings, napier mattings and jute carpets, wool, Imperial and Dutch stair carpets, coir fibre, coir yarn, etc.

David Maxwell & Sons, St. Marys, Ont.: Illustrated catalogue descriptive of agricultural machinery made by them, including binders, reapers, mowers, rakes, hay loaders, harrows, scufflers, steel rollers, straw and ensilage cutters, etc.

Dodge Manufacturing Co., Toronto: A neat little book containing a number of testimonials as to The Dodge Split-friction Clutch from some of Canada's most prominent manufacturing firms.

Douglas Ford, Printer and Publisher, Toronto: This is a neatly got up handbook, containing specimens of printing done, ordinary black and colored; also engravings, together with a number of testimonials from prominent Toronto business men testifying as to the high quality of work done.

The Gould, Shaply & Muir Co., Limited, Brantford, Ont.: An illustrated catalogue containing full description of The Brantford galvanized steel windmills, towers, flag staffs, grinders, pumps, etc., in which this firm carries on a very extensive business.

The Grip Printing and Publishing Co., Limited, Toronto: A very artistic little book which well illustrates the high quality of designing and engraving this company turns out.

Hamilton Engine & Thresher Works, Sawyer & Massey Co., Limited, Hamilton, Ont.: 65th annual catalogue containing drawings of their different machines and parts. They are manufacturers of compound traction and plain engines, separators, horse powers, clover hullers, saw mills, baggers, grain weighers and elevators, tank pumps, dust collectors, etc., etc.

Geo. H. Hees, Son & Co., Toronto, Ont.: 1901 catalogue. This is a thoroughly up-to-date catalogue setting forth in an attractive manner the different lines of window shades, laces, fringes, upholstery, hardware, curtain poles, brass and wood trinnings, curtains, upholstery goods, etc., made by this firm.

The Imperial Varnish and Color Co., Limited, Toronto: Trade catalogue and general price list, also catalogue entitled The Imperial System of Carriage Painting

and Finishing. These catalogues contain very full information as to prices, qualities, etc.

A. B. Jardine & Co., Hespeler, Ont., Catalogue No. 10, gives full description with prices of machinists' taps, tube expanders and blacksmiths' tools manufactured. Correspondence is solicited.

The J. L. Jones Engraving Co., Toronto, Ont.: A very neat and attractive book showing samples of their work in designing, illustrating, half-tone engraving, zinc etching, wood engraving, electrotyping, embossing plates, color plates, etc., etc.

The D. W. Karn Co., Limited, Woodstock, Ont.: This firm has sent us their 1901 catalogue which contains handsome engravings of their different kinds of pipe organs, with full information as to prices, etc.

H. Lamontagne & Co., Montreal: Illustrated trunk catalogue No. 1, 1901, with supplement, giving full description of all varieties of trunks, valises, travelling bags, dress-suit cases, telescopes, etc., sample cases being a specialty made by them; also a large copiously illustrated catalogue showing their various lines of harness, collars, horse blankets, etc. This firm also manufactures oil and bark tanned moccasins, miner and farm boots; uppers, gaiters and leggings, and infant soft sole shoes.

Ontario Wind Engine & Pump Co., Limited, Toronto: A handsome leather-bound catalogue and price list, containing full description with illustrations of the many varieties of wind mills, pumps, etc., manufactured. The book contains a brief biographical sketch of the company, showing that they have been in operation about half a century, during which time their business has undergone a most satisfactory development.

The Pure Gold Manufacturing Co., Toronto: Price list of The Pure Gold brand of baking powder, cream of tartar, bi-carbonate of soda, fruit flavoring extracts, cake coloring, coffees, spices, jams, jellies, marmalades, catsup, yeast, washing compound, blackings, oils, turpentine, glycerine, etc., etc.

Ames-Holden Co., Limited, The, Montreal, 1901 illustrated catalogue and price list of rubber boots and shoes manufactured by The Granby Rubber Company, for sale by The Ames-Holden Company, Limited, Montreal, Toronto, St. John, Winnipeg, Victoria and Vancouver.

## MEMBERS' INFORMATION DEPARTMENT.

ONE of the several departments of the association's work which an increasing number of our members are taking advantage of is that of supplying commercial information. At the head office in Toronto, a library has been established which contains directions, official reports, consular reports, etc., together with the leading trade journals of Canada and the United States and many of those of Great Britain and foreign countries. The information contained in these sources is carefully indexed by card system for the purpose of convenient reference. The association is, therefore, prepared to furnish to its mem-

bers, free of charge, such information as the following:

Lists of importers and dealers in foreign countries.

Lists of manufacturers in various lines in Canada and other countries.

Information as to Customs tariffs, foreign and domestic.

Statistics relating to Canadian trade or that of any other country.

Information as to the wants of other countries and the openings for trade there existing.

Names and addresses of foreign agency firms who have made inquiries at this office.

For information on commercial matters such as above members are invited to apply to the secretary at the head office, Toronto, where an effort will be made to supply it in as satisfactory a manner as possible.

## RATING OF FOREIGN FIRMS.

The Association has also made arrangements whereby it can furnish members with reliable information as to the rating of foreign firms in Great Britain, Europe, Australia and South Africa at cost price.

## WOOLLEN INDUSTRY.

Throughout the present session of Parliament, the woollen manufacturers have been anxiously looking for some change in the tariff, to place their industry on a more favorable basis. Time and again, however, the announcement has been made that no changes will be made in the tariff during the present session, and the woollen manufacturers have to prepare themselves for a continuance of the present tariff on all classes of goods with which they have to compete. There is hope now, however, that the Government will take some action during the coming session of Parliament for their relief.

If the imports of woollen goods continue to increase to the same extent that they have during the past few years, and the pressure becomes more and more felt by all parts of the industry, what the results of this to the woollen industry and to the whole country will be is hard to estimate. Already, many of the mills have been compelled to dismiss a number of their help, and the letters that are received from numerous mill owners indicate most serious apprehensions as to the future. No one interested in the development of Canada can fail to view the situation without alarm, for the increased importation of goods is meaning all the time increased cost of production to the home factories, the result being that these are becoming less profitable and will be compelled to reduce wages and curtail expenses.

All the woollen manufacturers are most anxious to avoid any reduction of wages. Many of them have their mills situated in the smaller towns where they are personally acquainted with every one of their employees, and where their relations are not such as ordinarily exist between employers and employees. Therefore, when this reduction of wages is necessary, it will be the best employees who will leave the industry and the result is that the necessary employment of less skilled labor will lead to the production of an inferior class of goods and so will do much to damage the name of Canadian woollens, not only at the time, but for many years into the future.

The question is a serious one and once the Government becomes aroused to the importance of it, it is not clear to see, how there can be any refusal to make a moderate increase of the Customs tariff on the various classes of woollen goods.



# SOME ARTICLES IN TRADE JOURNALS

On File at the Office of the Association which may interest you.

- Algiers Floating Dock, The.—American Manufacturer, April 25.  
 Are Railways Responsible to Shippers for Losses?—The Canadian Grocer, May 10.  
 Article Club, The.—Commerce, April 27.  
 Bartlett-Kent Process for Rolling Seamless Pipe.—The Iron Age, April 25.  
 Bertrand-Mill Process, The.—The Iron Age, May 2.  
 Breakage of Stoves in Transit.—The American Artisan and Hardware Record, May 11.  
 British Tin Plate Employers and Their Workmen.—The Iron Age, May 2.  
 Brick—The Right and the Wrong Way to Build a Kiln.—Brick, May 1.  
 British Pig Iron Production for 1900.—American Manufacturer, April 18.  
 Brickmaking in the Scandinavian Countries.—Brick, May 1.  
 Business Methods.—Canadian Merchants' Review, May, 1901.  
 Canada's Growing Hold on British Markets.—The Canadian Gazette, April 25.  
 Canadian Telegraph System, The.—Monetary Times, May 10.  
 Chains and Chain Gearing.—The Iron Age, May 9.  
 Chat on Chimneys, A.—Brick, May 1.  
 Coke Industry in the United States, The.—The Iron Age, May 2.  
 Commercial Variable Speed Motor Driven Lathe.—The Iron Age, May 9.  
 Construction of the Shawinigan Water and Power Co.'s Plant.—The Canadian Engineer, May.  
 Construction Methods in Civil Engineering.—The Canadian Engineer, May.  
 Comparison Between American and British Rolling Mill Practice, A.—American Manufacturer, May 1.  
 Cooperative and Social Problem in Large Manufacturing Enterprises, The.—The Textile Recorder, April 15.  
 Council of Woollen Men, A.—The Dry Goods Review, May.  
 Demand for Sheet Iron Stoves.—American Manufacturer, April.  
 Developing the Drawback System—The Black System.—The Iron Age, May 9.  
 Development of Mexico's Manufacturing Industries.—The Iron Age, April 18.  
 Drainage—The Way, Cost and Benefits.—Brick, May 1.  
 East Africa.—The British and South African Export Gazette, May 3.  
 Eastons of Frith.—Commerce, April 24.  
 English Shipbuilding Industry.—Commerce, May 1.  
 Fallacy of Centrifugal Force.—American Manufacturer, April 25.  
 Fight for Shorter Hours.—American Manufacturer, May 9.  
 Fishing Industry of Canada, The.—Labour Gazette, April.  
 Forestry in British Columbia.—The Canadian Lumberman, May.  
 Foreign Trade.—The Implement Age, May 1.  
 Foreign Trade of Japan in 1900, The.—The Board of Trade Journal, April 18.  
 How Shall We Extend Our Trade?—The Maritime Merchant, May 9.  
 Humidity—Its Importance in the Wool Manufacture.—The Textile Recorder, April 15.  
 Humoring the Whims of Customers.—American Manufacturer, April 18.  
 Indexing and Caring for Catalogues.—The Iron Age, May 2.  
 Instructions for Shipping Steel Structures for Export.—The Iron Age, April 25.  
 Jamaica's Position.—Commerce, May 1.  
 Jamaica, Report of Commercial Agent.—Monthly Report of the Department of Trade and Commerce.—February.  
 Japan and America in the Far East, II.—The Iron Age, May 9.  
 Japan, our Latest and Greatest Rival for Commercial Supremacy in the Far East, I.—The Iron Age, May 2.  
 Lancashire Belt, The.—Commerce, April 24.  
 Largest Steel Grain Elevator, The.—The Iron Age, April 25.  
 Lecture to Columbia Students on the Gas Engine.—American Manufacturer, May 2.  
 Locomotive Building in the United States.—Board of Trade Journal, May 2.  
 Machinery and the Man.—American Manufacturer, May 9.  
 Metric System, The.—The Canadian Engineer, May.  
 Metallic Roofs for the Philippines.—American Manufacturer, May 2.  
 Movement for Better Factory Conditions, The.—American Manufacturer, April 18.  
 National Metal Trades Association.—The Iron Age, April 18.  
 Need of Improved Carpet Cleaning Machinery, The.—American Carpet and Upholstery Journal, May.  
 New Ore Carrying Fleet of 1901, The.—The Iron Age, April 25.  
 New Wire Coiling Machinery.—American Manufacturer, May 9.  
 Niagara Power Development in Canada.—The Iron Age, May 9.  
 New Field for Progress, The.—Export Implement Age, May.  
 Notes on Foundry Practice.—American Manufacturer, May 2.  
 Outlook in B. C., The.—The British Columbia Review, May 4.  
 Paint Industry of the United States.—Board of Trade Journal, April 18.  
 Petroleum Refining Statistics.—The Iron Age, May 2.  
 Petroleum in Canada.—The Canadian Grocer, May 10.  
 Preferential Tariff and Transportation, The.—The Canadian Lumberman, May.  
 Practical Notes on Manufacturing.—The Textile Recorder, April 15.  
 Production of Bessemer Steel, Ingots and Rails in the United States, The.—Board of Trade Journal, April 18.  
 Prospects for Economical Automobiling, The.—The Iron Age, April 25.  
 Railway Progress in Japan.—Board of Trade Journal, April 25.  
 Railway Systems of Manitoba, The.—The Canadian Lumberman, May.  
 Reciprocity a Coming Issue.—American Trade, April 15.  
 Retail Association Work.—The American Artisan and Hardware Record, May 11.  
 Russo-American Trade.—American Trade, April 15.  
 Steam Boilers in Manufacturing Plants.—The Iron Age, April 18.  
 Statistics from the Strait Settlements.—Commerce, April 17.  
 Steel Rails and the Iron Trade.—Canadian Hardware and Metal, May 4.  
 South-African Trade in April.—The British and South African Export Gazette, May 3.  
 South Africa's Needs—Population and Machinery.—The British and South African Export Gazette, May 3.  
 South-African Tariff.—American Manufacturer, April 18.  
 Sugar Duties and Sugar Bounties.—The Canadian Grocer, May 3.  
 Trades in Canada.—Labour Gazette, April.  
 Trade and Training.—Commerce, April 24.  
 The United States Shipbuilding Company.—The Iron Age, May 9.  
 Uses of Nickel Steel.—The Canadian Engineer, May.  
 Victoria Lumber and Manufacturing Company, The.—The Canadian Lumberman, May.  
 Value of Technical Education, The.—The American Artisan and Hardware Record, May 11.  
 Workingmen's Homes at Cold Springs.—The Iron Age, May 9.  
 Wages and Hours in Metal Trades.—Labour Gazette, May.  
 Waterpower Development near Cornwall.—The Canadian Engineer, May.  
 World's Copper Supplies, The.—The Iron Age, May 2.  
 Yellow and White in British Columbia.—The Canadian Gazette, April 25.  
 Zinc Industry in the United States.—Board of Trade Journal, April 25.



## SUGGESTIVE EXPORT IDEAS.

From Peck's Buyers' Index.

**T**OO many manufacturers think the export trade can be taken up and developed at any time they may select. The difficulty of securing orders from merchants thousands of miles removed from the source of production does not enter into their consideration.

Manufacturers busy in executing domestic orders are satisfied with profits from trade near at hand; the value of foreign orders as a safety-valve against home depression is lost sight of. And depressions are bound to come—in fact they are periodic. According to the law of compensation the greater the boom the more acute the succeeding depression. Are we nearing a serious business depression at this time? He is a wise mariner who makes ready before the storm arrives.

Uninformed manufacturers err when they think that foreign orders involve risk in regard to payments, extended credits, note-renewals and a trail of uncertainty and dissatisfaction in general. All this is insured to the manufacturer by the proper action of competent, properly equipped and responsible exporters.

In his relation to domestic business the New York local agent represents the factory. Coming into contact with domestic buyers, the agent is useful in relieving the factory of much detail. In a word, business is made smooth and effective. Foreign buyers, however, live abroad and seldom come to New York. So far as the export trade is concerned the services of local selling agents do not amount to much. Export promoting interests regard these local appendages as unsatisfactory features. Out-of-town manufacturers in examining their pay-rolls and extra commission allowances are competent

witnesses to prove the inefficiency of the local agent in New York in securing foreign orders.

The real foreign buyer, we claim, is the merchant in the foreign country who selects the stock and finally pays the bill. Exporters are not buyers. True, in nine cases out of ten, payments are made to the export commission merchants, whose functions are those of bankers and forwarders. The foreign importer pays the exporter a buying commission, and the legitimate exporter buys as he is told to buy. In these days of definite quotations and the unique use of printer's ink in some quarters, it is a perilous thing for a New York exporter to attempt to substitute the make of one manufacturer for that of another. The manufacturer or exporter who substitutes an inferior make to that which the order calls for writes out his own death warrant, and righteously, too. A few crooked ones have recently departed into the outer darkness.

The real buyer—that is, the importer in the foreign country—is a power. He may be many miles away, but it is well to remember he possesses powers of selection, vetoes, and possibly whims; to follow his instructions closely in regard to packing, boxing, strapping and all other details is of paramount importance. Things which may be regarded as trivial by the inexperienced manufacturer may be all important. Breakage is costly, so manufacturers should follow to the letter written instructions in regard to packing, boxing, strapping and shipping.

It is a day of centralization and specification. Vagueness and uncertainty have little part in twentieth century methods. If manufacturers want to throw away their

money, then advertise so as to show a cut of factory buildings and smokestacks. Such advertising does not bring orders. Good advertising should do the work of the salesman, to wit: Illustrate the goods, describe the same in truthful language, affix thereto a net price for quantity lots delivered free on board New York. If possible, add net and gross weights, cubic measurements, etc. In doing this you put the foreign buyer at the other end of the world in a position to calculate his ocean freight (often ocean freight makes or unmakes the order). Then the foreign buyer can ascertain the net cost to him of a given quantity of a given article, delivered to him on his pier in his own native town. Manufacturers who follow modern methods reap results; old methods are receding. It is a slow process to learn, and slower still to unlearn and break away from the rut of wrong methods. But many pupils—full-grown manufacturers at that—are graduating from the School of Export.—American Trade.

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Any foreign trade journal whose announcement appears under this heading has inserted a similar announcement in its columns stating that a line addressed to the Canadian Manufacturers' Association will put the writer in touch with Canadian manufacturers in every line.

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## MEMBERS' BUSINESS DIRECTORY.

The attention of members is invited to the desirability of having a business card inserted under one or more headings in the following column. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business. A ready reference to the industries represented in the Association is by this means possible.

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# INDUSTRIAL CANADA

ISSUED BY

## The Canadian Manufacturers' Association.

"There be three things which make a nation great and prosperous: a fertile soil; busy workshops; and easy conveyance for man and goods from place to place."—BACON.

Vol. II.

TORONTO, JUNE 22, 1901.

No. 1.

## *The Annual Meeting.*

### FINAL ARRANGEMENTS IN PROGRESS.

MEMBERS of the Association are asked to keep in mind the Annual Meeting of the Association to be held at Montreal on Wednesday and Thursday, September 25 and 26.

#### ORDER OF BUSINESS.

The meetings will be held at the Windsor Hotel, the opening session being on Wednesday morning, and resuming in the afternoon. In the evening an open meeting will be held when addresses will be delivered by some of Canada's foremost manufacturers. Not the least interesting of these will be the report of the President on the progress of manufacturing enterprise in Canada.

The business session will resume Thursday morning and be concluded in the afternoon. On Thursday evening the proceedings will terminate with a banquet, at which, in addition to the manufacturers, there will be also present many of the leading men of Canada in politics, commerce, finance and transportation.

#### ACCOMMODATION.

Ample accommodation will be provided for all members visiting Montreal, and special rates have been arranged for at the Windsor Hotel where the meeting will be held.

#### TRANSPORTATION.

Special rates will prevail over the railways to and from the meeting. Visitors should purchase single fare tickets to Montreal and get a receipt for such purchase. When this is countersigned by the Secretary of the Association it will entitle the holder to return either at one-third regular rate or free if the members attend in sufficient numbers. These tickets will be good to return until three days after the convention. Special cars will be run from Toronto and other points from which a number are going.

#### SUBJECTS FOR DISCUSSION

Some matters most vital to the industrial interests of Canada will come up for discussion. The subjects relate to legislation, to tariff, to railway rates and transportation, and to the development of foreign trade. Members, trade sections or local branches

desiring to have any matter discussed and passed upon by the Association should notify the Secretary at once in order that provision may be made on the agenda paper.

#### ENTERTAINMENT OF LADIES.

Provision will be made for the entertainment of ladies attending with members of the Association. This is being looked after by a local committee in Montreal. Thus the trip can be made not only valuable from a business point of view, but interesting and enjoyable as a holiday outing.

#### TO THE MEMBERS.

It is to be hoped that every member of the Association who can arrange to be in Montreal at this time will make a special effort to attend. Manufacturing is coming to be recognized as contributing a valuable part to Canada's national wealth, and it is all important that this representative gathering of manufacturers be made as successful as the efforts of the members of the Association can make it.

### CANADIAN GOVERNMENT AGENTS.

ONE of the branches of the Government service that has recently come in for a considerable amount of criticism has been the Department of Trade and Commerce, and more particularly as represented by the Canadian Government agents abroad.

The Canadian Hardware and Metal journal has especially given attention to this question, and has made some very pointed criticisms of the work of the Department of Trade and Commerce.

A number of the members of the Association have also written the office in this connection, and the matter has been considered of such importance that the Commercial Intelligence Committee has been asked to look thoroughly into this matter and to prepare a report, which could be submitted to the annual meeting for adoption.

The Association has already taken action on certain phases of this question. For instance, it believed that no person could adequately represent the interests of Cana-

dian manufacturers and shippers abroad who had not been in Canada during the last six or seven years. For this reason it presented a request to the Government, asking that Mr. J. S. Larke, who is Commercial agent in Australia, be permitted to return to Canada and inform himself on the condition of affairs here, as changes of such importance in the industrial world have taken place since his departure.

So far, however, no action has been taken by the Government in this matter, although the proposal was received most favorably by the public press and the trade journals of the Dominion.

In the same way a strong resolution in favor of the appointment of a special trade commissioner to Great Britain was laid before the Government. This proposal also received most cordial support from the press of Canada, and we do not know that one word of opposition was raised to it from any quarter. In fact, some journals were most outspoken in support of the request of the Association as being absolutely necessary.

These two matters will, no doubt, receive the attention of the Commercial Intelligence Committee when they come to consider the others.

In addition to this, The Hardware and Metal Merchant points out that the Canadian agents abroad are insufficiently paid; that practically no appropriations are allowed to them for travelling expenses or for office expenses of a class that will enable them to be put in touch with the business community in which they reside.

The whole subject is one of considerable difficulty and will be approached judiciously by the Association. The fact is realized that no Government should be asked to appoint expensive agents to countries where the possibility of trade amounting to any magnitude is out of the question, but at the same time the fact will be kept in mind that other Governments, particularly the United States Government, is represented in all the leading commercial centres of the world, having wideawake Government agents who are making most careful reports to the merchants and manufacturers at all times, and thus saving to no slight extent the expense in the development of the extra trade of the Republic.



# THE EXECUTIVE COMMITTEE.

## MONTHLY MEETING.

THE regular monthly meeting of the Executive Committee of The Canadian Manufacturers' Association was held in the Council Chamber of the Toronto Board of Trade, Tuesday, June 11, at 2 p.m.

In the absence of the President, Mr. Ellis, Mr. McNaught was appointed chairman.

Others present were: Jas. P. Murray, J. O. Thorn, W. K. George, G. P. Breckon, W. J. McMurtry, Thos. Roden, Geo. H. Hees, Geo. Booth, John Bayne Maclean, F. B. Fetherstonhaugh.

As the minutes were published in full in "Industrial Canada," they were approved without reading.

Mr. Geo. Booth presented the report of the Treasurer and also the report of the Finance Committee, and moved the adoption of the reports, seconded by Mr. J. P. Murray.—Carried.

A letter was read from Mr. A. E. Kemp with reference to the strike of the workmen of The National Cash Register Co., Dayton, Ohio, suggesting that an article be published in "Industrial Canada" explaining the cause of the strike. It was felt, however, that there was not sufficient interest in the report of this strike to warrant its publication in "Industrial Canada."

### "INDUSTRIAL CANADA."

The Secretary presented the report of the Committee on "Industrial Canada," suggesting a schedule of rates for advertising in "Industrial Canada." The report recommended that in all contracts with members of the Association a special discount of 15 per cent. be allowed. The report was amended to allow 20 per cent. discount to members, and thus amended carried on the motion of Mr. McMurtry, seconded by Mr. J. O. Thorn.

### INDUSTRY AND MEMBERSHIP.

The report of the Industry and Membership Committee was read and its adoption moved by Mr. J. P. Murray, seconded by Mr. J. O. Thorn.

### THE REPORT RECOMMENDED

1st. The acceptance of the applications of six new members, whose names are given in another column.

2nd. That the certificates of new members of the Association be framed and sent to members at once.

3rd. That for the purpose of organizing the manufacturers of the West into branches of the Association, the Secretary be instructed to proceed to Manitoba and British Columbia to provide for the formation of Provincial branches there.

4th. That the Commercial Intelligence Committee be instructed to take up care-

fully the matter of fire insurance with a view to further protecting the interests of the Canadian manufacturers.

5th. That subscriptions be paid to a number of representative daily papers of the various Provinces.

6th. That a plan for facilitating the foreign shipments of members of the Association by appointing shipping agents at the reports most used be adopted, and that the Railway and Transportation Committee be instructed to arrange for the carrying out of this plan. The motion carried.

### RAILWAY AND TRANSPORTATION.

In the absence of the chairman, Mr. Archibald Campbell, the report of the Railway and Transportation Committee was read by the Secretary. The report pointed out a number of matters that require to be dealt with by the Association, more particularly one with reference to the destruction of goods in the Ottawa fire, and the ascertaining of the true position of shipper in losses of this kind.

The Committee asked for power to obtain legal advice on this subject in order to assist them in carrying on further investigations.

Moved by Mr. Thorn, and seconded by Mr. Murray, That power be given the committee to obtain legal advice.—Carried.

### SECRETARY'S REPORT.

The report of the Secretary told of the formation of the Agricultural Implement Manufacturers' Section of the Association, and also progress in connection with The Canadian Trade Index, and other business in connection with the work of the office.—The report was adopted.

The report of the Reception Committee, presented by Mr. Thos. Roden, recommended that September 26 and 27 be set apart as the dates for the annual meeting. Mr. Roden moved the adoption of the report, seconded by Mr. Fetherstonhaugh.

### NEW BUSINESS.

Under the heading of new business it was moved by Mr. J. P. Murray that the President, Secretary, Treasurer and Mr. McNaught be a striking committee to arrange for the nomination of officers for the Association for the coming year.

Mr. Thorn introduced the question of improving the service rendered by the commercial Government agents to manufacturers and shippers, and moved that the Commercial Intelligence Committee be instructed to look into the matter and report at the next meeting their suggestions as to the best policy that could be advantageously adopted by the Government in rendering the com-

mercial agency of greater practical value.

Moved by Mr. George, and seconded by Mr. Roden, that the following be placed on the minutes: "That the Association learned with the deepest regret of the fatal accident that has befallen Mr. Thos. C. Noxon, eldest son of Mr. A. J. Noxon, one of the most esteemed members of our Association, and desire to extend to him and to his sorrowing family the heartfelt sympathy of the Association in their bereavement.—Carried.

The meeting then adjourned.

### THE RAILWAY AND TRANSPORTATION COMMITTEE.

The Railway and Transportation Committee has had before it during the past month several matters which require further investigation. The most important subject of discussion, however, has been the position of shippers with respect to loss of goods in the hands of the railway companies for transportation. The matter was, of course, brought up in connection with the losses in the recent Ottawa fire, in which several members of the Association lost considerable amounts, and submitted their claims to the C.P.R., which was the only company interested.

Up to this time shippers regarded their goods as being insured when handed to the railway companies for shipment, and were much surprised to learn from the railway companies some months afterwards that the courts had given a decision that the company was not liable for the losses sustained. The C.P.R., in announcing this to its clients, drew attention to the fact that they had been carrying insurance to protect them from losses of this kind, and deeply regretted that the decision of the insurance companies was that they were not responsible for these amounts.

It is, therefore, to be expected that the railway companies, having found out the weakness of the policy which they were carrying, will take steps to provide for a policy to cover all losses of this kind in the future.

It is a matter of great importance to shippers who have handed their goods to the railway companies to know that their goods are insured until their arrival at the point of destination. This, of course, could be arranged for more economically by the railway companies than by every shipper carrying a policy of his own.

The committee will, therefore, follow the developments of this case with interest, as some assurance of safe shipment is absolutely necessary.



## Packing, Marking and Invoicing for Export.

By Thos. Moffat, Canadian Government Agent, Cape Town, S.A.

THE following letter from Thos. Moffat, Canadian Government Agent, at Cape Town, South Africa, gives many practical suggestions with reference to packing and marking cases and invoicing goods for export trade.

The care which Mr. Moffat has given to the preparation of this article indicates the watchfulness with which he is looking after the interests of Canadian manufacturers and shippers in the South-African market. The letter is as follows:

Cape Town, South Africa,

May 15, 1901.

T. A. Russell, Esq.,

Secretary The Canadian Manufacturers' Association, Toronto, Canada.

Sir,—It was my intention, while visiting Canada last year, to address the members of your Association on the subject of packing and invoicing goods for export, but opportunity for carrying out my intention was not afforded me, and I now wish to address a few words of advice to the exporters of Canada, through the medium of your Association, on this subject which is one of commendable importance to those now engaged in the export trade, or those who contemplate embarking in it. It is not my intention to find fault with the methods employed in the past (though the experience which I have gained during six years in watching the importation of Canadian goods into this country has demonstrated a lamentable ignorance, on the part of your manufacturers, of the first principles in the details to be observed in prosecuting a successful export business), but rather to point out some of the most glaring defects which have come under my personal notice, and to which my attention has been called by others, and to suggest ways and means of overcoming these defects which are difficulties in the way of doing business here and elsewhere. I know that the subject of packing and marking cases and invoicing is considered of little importance amongst people generally, and I am equally convinced that it requires time and experience to become expert at the work, by the fact, that my firm has in several instances been pointing out defects in this regard, in connection with regular shipments from the same firms for four years and more, and not yet are their goods and invoices coming out in proper condition and order, and I would like to impress upon shippers the absolute necessity for packing their goods well, and with great care, in strong and well-made cases and crates in order to insure the contents against damage through the number of transshipments and handlings they are subject to before reaching

their destination. Now, as briefly as possible, I will enumerate a few things which ought to be avoided:

1. Avoid using newspapers as packing or wrapping, in the case of polished or varnished woodwork, as the ink from the paper is invariably transferred to the wood, and it is impossible to remove it without removing the gloss also.

2. Avoid shipping in cases or crates which are too light to carry the contents safely and securely. Not long since a shipment of medium heavy oak chairs were received here from Canada in a damaged condition, owing to the fact that the crates were not sufficiently heavy or strong to carry them from Toronto to Parkdale.

3. Avoid loose and insecure packing, and see that all portions liable to be chafed are properly protected. Every piece should be made stationary with packing, and blocks if necessary, and the contents should as nearly as possible fill the case. Glass should be packed in separate cases and insured against breakage. Always keep in view, in packing goods for South Africa, that ocean freight costs on the average 36c. per cubic foot of space, varying with the port to which the shipment is billed. A recent shipment of household furniture from Canada was landed out in a very bad condition. A revolving bookcase was contained in a case by itself: the legs, made of 4-inch oak, on which the bookshelves revolved, were fastened between blocks nailed to one end of the case, and the legs, being of slightly wider-spread than the upper portion, allowed it to shift at the top, there being nothing to hold the upper portion firmly in position, with the result that two of the legs were completely broken off in the centre. In the same shipment a large mirror was packed in a case with a dining table top, each side of the case being made of two pieces, the result being that the sides shifted, breaking the ends of the case, and the mirror was taken out in small pieces, and the table top was almost ruined by broken glass playing about it. In this shipment, consisting of about 100 cases of fine furniture from various firms, almost every piece suffered damage, more or less, in various forms, but principally through polished fronts being allowed to come in contact with the rough interior of the cases.

4. All cases and crates in a shipment should be numbered and the contents of each package should be set forth on the invoice, or separate sheet. Regarding this point, a recent shipment of Canadian furniture in the form of bedroom suites reached

us with all the trimmings packed, and properly so, in one of the cases, the contents of which were not specified. Five of these cases were for immediate delivery on the railway, and before the trimmings for this small portion were found, no less than 25 cases had been opened.

Inattention to these details has resulted, and will, if persisted in, result in much loss of trade, as there is nothing which exasperates a buyer so much as trouble in locating any particular portion of his goods in a shipment, and then finding them damaged, or, what is still worse, having them returned on his hands after sale, through defects which might have been avoided, and the result is that he goes elsewhere to make his purchases.

I believe that attention to these matters is one of the essentials to success in building up a foreign trade, and that it has occupied a prominent place in the conditions which have enabled Great Britain to hold her vast trade.

The following brief shipping instructions I also commend to the attention of shippers as a means of minimizing the difficulties of the past:

All cases to be marked and numbered.

Invoice showing cost at factory, for Customs purposes here, to be sent as soon as goods leave factory. Specify contents and measurements of all cases on invoice.

Until establishment of direct line between Canada and South Africa, goods to be shipped by direct steamer from New York and to be sent through a special shipping agent at that port whose charges are \$1 per carload or less, and disbursements.

Advise shipping agent at New York of all shipments as far ahead of actual delivery as possible, giving probable shipping measurements in order that space may be secured on first steamer leaving after arrival of goods at New York.

All goods should be insured.

Prepaid ocean freight saves 5 per cent. on primeage.

If goods are shipped on railway, through bill of lading, do not insert name of any particular line of steamships, as this frequently causes exasperating delays at New York, the various lines running somewhat alternately.

In case of car lots going on a railway through bill of lading, it is still advisable to notify your special agent at New York, as goods do not receive as prompt despatch when left to foreign freight agents of railroad companies.

As soon as possible after shipment the complete invoices showing all prepaid rail,



bonding, transfer, ocean and other charges, together with bill of lading, should be forwarded in order to arrive before goods, thus saving much worry and delay in clearing same.

A prompt despatch of all orders at earliest possible date is necessary, as a day's delay at that end frequently means a month's delay in receiving shipment at this end.

Careful attention to the above instructions will greatly facilitate operations.

I am, sir,

Yours etc.,

THOMAS MOFFAT.

### FOREIGN TRADE FORWARDING.

THE Industry and Membership Committee is really a sort of an advance guard for the Executive, as it is constantly on the lookout for matters of importance that can be dealt with by the manufacturers collectively.

The suggestion most recently brought forward was endorsed by the Executive with the request to the Transportation Committee to make final arrangements to provide better machinery for the handling of freight shipments for our members.

In foreign trade with such countries as South Africa, India and others, practically all Canadian goods have to go by way of New York, as well as a large proportion of those for Great Britain, Europe and Australia.

The shippers here have to either consign their goods to the railway companies or to shipping agents in New York, in order to insure prompt shipment.

Many complaints have, however, been received indicating that the charges made for warehousing and storage have been excessive and in some cases the shipping agents have been unable to secure as good freight and insurance arrangements as desired.

After carefully investigating this matter, the Committee advises that the Association arrange with certain shipping agents at all the important ports through which Canadian exports are sent to look after the shipments of members at certain recognized charges. The Association would, of course, exercise great care in the selection of such a man, and would be guided by the experience of shippers who have had long experience.

An effort will then be made to have all members forward their shipments through this shipper so that the quantity of freight that he will have in his control will enable him to secure the best possible terms from the freight and insurance companies.

The Transportation Committee will meet at an early date to settle this matter and in the meantime will be glad to hear from any other members who have had experience in this business as to firms whom they think would serve the Association satisfactorily.

### ORGANIZATION OF WESTERN MANUFACTURERS.

AN important step was taken at the Executive meeting when the recommendation of the Industry and Membership Committee to proceed immediately with the formation of Provincial branches of the Association, was adopted.

Heretofore the general impression has been that the western Provinces are purely agricultural, and have to import all manufactured articles for daily use. The fact that there are now west of Lake Superior 40 members of The Canadian Manufacturers' Association, shows that manufacturing industries have already made a considerable start in the West. The idea is now to enroll practically every manufacturer in Manitoba, the Northwest Territories and British Columbia as members of the Association, and at the same time to provide for the formation in each of the Provinces of a strong Provincial section, which will be able not only to take up and deal finally with all matters of local interest, but also with matters of general interest to the manufacturers of the country, and in this way to keep in close touch with the body of eastern manufacturers through the head office at Toronto.

Several of the members in Manitoba and British Columbia have already intimated that it is absolutely necessary that some organization of this kind should be arranged for in the immediate future, as there are matters coming up requiring instant treatment.

The advantage of having the Association formed into sections when its membership is now over 800 is apparent, and for this reason the Executive has instructed the Secretary to arrange for a trip west, to complete the organization of the manufacturers of the West as soon as it is possible to do so.

In the meantime various manufacturers in Manitoba and British Columbia are being communicated with, and will assist in this work.

### SOCIETY OF CHEMICAL INDUSTRY.

A meeting of the Special Committee of The Canadian Manufacturers' Association to confer about the formation of a Canadian section of the Society of Chemical Industry was held under the chairmanship of Mr. Van der Linde, of The Gutta Percha & Rubber Manufacturing Co., Limited.

The meeting decided, first, to write to all the present members of the society in Canada for the purpose of obtaining their consent to become members of the Canadian section. There are at present 44 members of the society in Canada, and, it is hoped, therefore, that it will be possible to obtain a strong Canadian branch, as there are many new names that should be added to

the list. Those who are already members state that they cannot conceive any practical chemists getting along without the benefits that come from membership in the society.

### EXECUTIVE OF THE WOOLLEN SECTION.

A meeting of the Executive of the woollen section was held recently in Toronto to consider the advisability of making a representative exhibit of all kinds of woollen goods at the leading Fall Exhibitions.

Mr. W. K. McNaught, chairman of the manufacturers' branch of the Toronto Industrial Exhibition Committee, offered first-class accommodation for an exhibit.

The Executive was strongly of opinion that it is now absolutely necessary that active steps be taken to educate the people of Canada as to the real quality of woollen goods being made by their own workmen and in their own factories.

The Executive strongly recommended that the different woollen manufacturers be urged to arrange for an exhibit of all sections of the industry.

### NEW MEMBERS.

The following is a list of manufacturers admitted to membership in the Association at the last Executive. These firms were just in time to appear in The Canadian Trade Index, and to obtain the benefits of classification under the goods they manufacture:

**Dixon, John**, 145 Bay street, Toronto. Manufacturer of fine carriages, heavy sleighs, cutters and vehicles of all descriptions.

**Hibner, D., & Co.**, Berlin, Ont. Manufacturers of parlor frames, hall stands, fancy cabinets, tables, rockers, etc.

**Moniteur du Commerce**, Montreal. Publisher French commercial, financial and insurance journal. Established 1881.

**Prescott Emery Wheel Co.**, Prescott, Ont. Manufacturers of corundum and emery wheels, abrasive materials, grinding and polishing machinery.

**Shantz, P. E.**, Preston, Ont. Binders, mowers, rakes, land rollers, scufflers, ensilage and straw cutters, pulpers, potato diggers, wheelbarrows, lawn settees and vases and general castings.

**Shallow Lake Woodwork Mfg. Co., Limited**, Shallow Lake, Ont. Manufacturers of bent rim wood split pulleys. Hardwood timber.

**Mark off September 25 and 26 in your diary. It is the Manufacturers' Convention.**



# WEST INDIAN AFFAIRS.

*A Newsy Letter from the Association's Representative.*

THE following interesting letter from Mr. C. D. Davies, corresponding member of The Canadian Manufacturers' Association in the West Indies, has come to hand and will repay careful reading by those interested in this trade:

I suppose a little news from me from these parts will not be burdensome, and, as I am able, this time, to give some interesting accounts of my operations with regard to business for the Canadian manufacturers in the two markets just completed, I feel certain this letter will not be unwelcomed.

On the start, I was not altogether encouraged, firstly, for the reason of trade being dormant, consequent on the lateness of the crops; secondly, I had to compete with a number of large English and American houses, whose representatives were engaged in a warfare similar to the one that is being conducted in South Africa. I had either to enter the field myself, and hoist my flag of independence, or be relegated to the farthest ranks and amuse myself at the expense of these foreign foes, as well as at the expense of the various concerns who had entrusted their interests to my care. Of the two "evils" I thought it best to choose the former, and I was not very long deliberating before I found myself in the midst of the fight, assuming the lead among the aggressors, which resulted almost in a complete victory for my firms. The struggle, indeed, was interesting, and exciting (not short of some amusement either), and it made things hum for a while and kept all the travellers, including your humble servant, on the "qui vive" all the time.

As I do not wish you to overestimate the results of the business accomplished, and mislead you in that way, I might modify my statement and confine myself to facts, from which you would be better able to draw your own conclusions. Canadian goods, in a general way, are practically unknown in these markets, but, since the leading manufacturers are awakening themselves from that state of torpor to which their faculties are benumbed, and are sending down travellers with their different lines, the feelings this side have also been aroused, and the trade with the Dominion is attracting the gaze and attention of some of the leading houses, who expressed great desire to see a good trade built up with your country. Whether the people are sincere in these expressions or not, I am not in a position to say, but, citing my own experience as an illustration, I was able to induce and urge those who gave out such be welcomed, I am sure, by my friends, and, tangible way (which would be the strong-

est evidence) with the result that those persons (and others who had no views to offer), were able to place initial orders with me for every line of Canadian goods that I was handling. While these orders are not exceedingly large, they will, nevertheless, be welcomed, I am sure, by my friends, and as the continuance of the commercial relations which I have inaugurated rest entirely with the Canadian manufacturers, it is, of course, in their keeping to foster trade by studying the requirements of these markets; also by paying extraordinary care and attention to all orders that they receive, seeing that goods are up to samples in every detail, paying due regard also to a proper system of packing, and, in a general way, show in the smallest detail that it is their earnest desire to please and encourage future business. I am fully convinced if the orders I have taken for the different manufacturers are followed out on the lines which I have carefully and minutely described to them, so as to leave no room for any dissatisfaction or complaint, there is every reason to believe the business will be kept up, provided also, of course, it is found after a test that the articles meet with ready sales and have given complete satisfaction.

Almost every house of any standing (and my principal operations have been with the leading concerns) have ordered Canadian goods and have given me their sincere assurance to continue the lines, if the particulars which I have already described are religiously adhered to. At any rate, I feel that I have done my very best to further the interests of my friends, and to convince them of my faithfulness in discharging their great trust.

I was six weeks in Barbados, and am pleased to say the volume of business exceeded that of my last trip in many lines.

I have been in Trinidad four weeks, and my experience has been as encouraging, although I had to drop certain lines of manufactured dry goods that I was handling, in consequence of the high ruling prices at home: I was able to make up the deficiency in another line in which I did ten times the trade as on the last occasion, and would have done almost double that again, had not other travellers stolen the march on me and got their orders in ahead.

I may mention that I am particularly careful in introducing new lines. I don't encourage large orders on the start for the reason that it is better for firms to start in a small way and see with what success they meet, than to be heavily stocked, and then "get stuck," and on my return visit call my attention to the unpleasant legacy I have left with them. When this occurs

you may be sure that such firms are not keen in reordering goods, no matter what the inducements may be, as the seller is regarded as the culprit in the matter, and has to pay the "piper" for the buyer's inexperience or extravagance; hence it is better always to keep on the safe side, starting in a small way, and keep things moving until large proportions are reached.

I am leaving for British Guiana in a couple of days hence, and trust the results there will be no worse than they have been in Barbados and Trinidad.

Before closing, I may also mention that there is a large trade for furniture, and as advised in my last letter, it would be well for the Canadian manufacturers to pay some attention to this line. I did a very large business the last time I was around, but, in consequence of the change in prices which makes importations almost prohibitory, I have suspended taking orders in the line altogether, although it is one for which there is still some demand.

I would be pleased to hear from the "new combination" which has been formed; in fact, I would like to get catalogues of the various lines in which the "new combination" will be engaged; same can be forwarded to Barbados.

I have had much pleasure in meeting several Canadian friends in Barbados, who are also pushing trade in their respective lines. I am glad to see they have entered into these new fields energetically, and it would be bad policy for them to grow light-hearted, or diminish their energy in the fight.

My agency in Barbados is welcome to all who happen to be in that market, and those who have already arrived have made themselves quite at home, and as many of them will be back in Canada before I will, and, being well acquainted with the Toronto houses that I am representing, they will be able to give some accounts of my pursuits when they meet these friends.

I have made my letter longer than I expected, but I think I have covered many of the points that will be of interest to you, and hope you will pardon the "sins" of an enthusiastic traveller, if I have unconsciously indulged too freely in the use of the "little personal pronoun."

Without further of interest, hoping to hear from you soon, with kind regards,

Yours very truly,

C. D. DAVIES.

P.S.—It would be a good plan for you to suggest editorially in your journal to all the manufacturers engaged in West Indian business how necessary and important it is for them to see that they comply with all the details expressly called for on orders from these markets, emphasizing the fact that goods must be up to samples in the minutest particulars and great care exercised in the packing.



## SOME ARTICLES IN TRADE JOURNALS

On File at the Office of the Association which may interest you.

- Accidents in Wood-Working Factories.—The Canadian Lumberman, June.
- Aerial Wire Rope System of Shipping.—The Canadian Engineer, June.
- Agricultural Industry in Canada, The.—The Labour Gazette, May.
- American Manufactured Goods in Germany.—The Iron Age, May 30, 1901.
- Arc Lighting at the Beginning of the Twentieth Century.—Electrical Review, June 8.
- Australian Banks.—The Monetary Times, April 26.
- Australian Public Accountants.—The Monetary Times, April 26.
- Beaumont Oil Fields.—Board of Trade Journal, May 30.
- Best Loaf and How to Make It, The.—The Canadian Baker and Confectioner, June.
- Brickmaking in the Scandinavian Countries.—Brick, June.
- British Hardware Exports to Canada.—Canadian Hardware and Metal, June 1.
- British Trade in Nicaragua.—The South-American Journal, May 25.
- British Trade with Spain.—Chamber of Commerce Journal, May.
- Business Opportunities in Venezuela.—The South-American Journal, May 25.
- Canada's Mineral Production.—The Monetary Times, April 26.
- Canada's Petroleum Industry.—The Commercial, June 8.
- Canada's Pig-Iron Production.—Chamber of Commerce Journal May.
- Canada and Imperialism.—The British Empire Review, June.
- Canned Goods Export Trade, The.—The Canadian Grocer, May 31.
- Cereal Milling in Canada.—The Canadian Grocer, May 31.
- Chinese Frontier Markets.—The Mercantile Guardian, May 21.
- Commercial Conditions in Russian Poland.—Board of Trade Journal, May.
- Consumption of Coal Dust in Germany.—United States Consular Reports, May.
- Copyright and the Colonies.—The British Empire Review, June.
- Cotton Industry in the United States, The.—The Textile Recorder, May 15.
- Dayton Strike, The.—The Iron Age, May 30.
- Decline in German Textile Industry.—United States Consular Reports.
- Defects of the High Commissioner's Office.—Canadian Hardware and Metal, June 1.
- Design of Pipes for Hot-Water Heating from Central Stations.—The Electrical Review, May 25.
- Distilleries of Canada, The.—The Canadian Grocer, May 31.
- Dust in Blast Furnace Gases.—The Iron Age, May 2.
- Federal Outlook in Australia.—The British Empire Review, June.
- Government Ownership of Telephones and Telegraphs.—The Electrical Review, May 25.
- Hints to Beginners in Advertising.—Canadian Hardware and Metal, May 25.
- How to Ship Implements.—The Implement Age, May 15.
- Imports and Exports of Canada.—The Monetary Times, April 26.
- Industrial Accounting.—The Implement Age, May 15.
- Industrial Development and not the Census the Test of Canada's Growth.—The Canadian Grocer, June 14.
- Iron and Steel Industries in Canada.—United States Consular Reports, May.
- Jam, Marmalade and Glucose.—The Canadian Grocer, June 14.
- Kiln-Draft.—Brick, June.
- Labour Conditions in Porto Rico.—Bulletin of U. S. Department of Labor, May.
- Labor Legislation 1901.—The Labour Gazette, May.
- Lachine Rapids Power Plant.—The Canadian Engineer, June.
- Linen Trade, The.—The Canadian Journal of Fabrics, April.
- Linseed Oil Production in Canada.—Canadian Hardware and Metal, June 8.
- McCormick Foundries.—The Iron Age, May 30.
- Machinery and the Man.—Canadian Hardware and Metal, May 25.
- Machinists Strike, The.—The Iron Age, May 30.
- Magnetic Iron Sand of the St. Lawrence Shore.—The Canadian Engineer, June.
- Manufacturer and His Relation to the Dealer, The.—The Canadian Implement Trade, May.
- Mill Ventilation.—The Canadian Journal of Fabrics, April.
- Mining in Nova Scotia.—The British Columbia Review, May 11.
- Mining Plant.—The British Columbia Review, May 25.
- Modern Elevating and Conveying Machinery.—The Machinery Market, May 2.
- Modern Telephone Engineering.—Electrical Review, June 8.
- Native Wines of Canada, The.—The Canadian Grocer, May 31.
- Notes from the Netherlands.—Commerce, May.
- Our Export Flour Trade.—The Canadian Grocer, May 31.
- Our Machinery Trade with Japan.—The Machinery Market, May.
- Outlook for a High Duty on Canned Fruits.—The Canadian Grocer, June 7.
- Pork-Packing Industry of Canada, The.—The Canadian Grocer, May 31.
- Railway Development in New Brunswick.—United States Consular Reports, May.
- Reciprocity Treaties, The.—The Iron Age, May 30.
- Retrospect of the Timber Business, A.—The Canada Lumberman, June.
- Right and Wrong Methods of Work in the Brickyard.—Brick, June.
- Short History of Land Drains, Drains and Early Pipe Making in England.—Brick, June.
- Statistics from Stockholm.—Commerce, May 29.
- Sugar Beet Industry, The.—The Canadian Grocer, May 31.
- Textile Exports of Great Britain to Canada.—The Canadian Journal of Fabrics, April.
- To Extend American Trade: Address by the President of the National Association of Manufacturers.—Manufacturers' Record, June 6.
- Trade of Cape Colony in 1901.—Board of Trade Journal, May.
- Trade of German East Africa.—The British and South African Export Gazette, May 3.
- Trade of Jamaica.—Chamber of Commerce Journal, May.
- Utilization of Heat and the By-Products of the Blast Furnace.—The Iron Age, May 23.
- Utilization of Niagara Power in Canada.—Board of Trade Journal, May 30.
- Utilization of Sawdust in Canada.—United States Consular Reports.
- Western Australia.—The Monetary Times, May 31.
- Woollen Mills and the Tariff, The.—The Canadian Journal of Fabrics, April.



# STANDARD CATALOGUE SIZES.

*Movement in the United States for Greater Uniformity.*

THE serious inconvenience to customers arising from the great variety of sizes adopted by manufacturers in issuing catalogues and price lists has led The National Association of Manufacturers of the United States to inaugurate a movement for uniformity and standard dimensions. In Canada, the same cause for complaint exists as in the United States; and consequently we would recommend for the serious consideration of our members the following article which we reprint from a recent issue of American Trade, the official paper of The National Association of Manufacturers, and which explains the matter in a clear and forcible way:

"Every buyer who finds it necessary to file for frequent reference a large number of catalogues, circulars and price lists is constantly confronted by a serious and very troublesome problem in the convenient arrangement of such a large mass of printed matter of varying size and form.

"The adoption of certain standard sizes for catalogues has been urged repeatedly by various technical organizations, and this effort has been very ably supported by trade and technical periodicals. There is a growing tendency toward the adoption of standard sizes for catalogues and similar publications, but there is such a rapid increase in the quantity of printed matter of this description, that there is hardly any appreciable improvement in the great mass of this material. The importance of adherence to a recognized standard of size is not so fully appreciated as it ought to be. Unfortunately, the determination of the size of a catalogue rests usually with some one who has little or no occasion to make use of the publication when completed; and those who are compelled to file and use constantly for reference purposes, and who certainly are best qualified to judge of the requirements which should be met in such publications, have no voice in determining what form or size the published catalogue shall take.

"The great variety in sizes of catalogues is due more to insufficient consideration of the convenience of standard sizes than to any specific reason for using other dimensions. It is quite a common practice to leave the exact size of the publication to the printer, to be worked out according to his ideas of display in typography, and the printer's effort to create something that is original and striking frequently leads to the selection of an unusual size or shape.

"The two sizes which have been recommended by several of the technical societies, and which have been recognized as standards by those who give the matter any consideration, are 6 x 9 inches and 9 x 12 inches.

These two sizes afford sufficient range for almost any conditions that may present themselves to the manufacturer who issues the catalogue, or to the buyer who files and uses it. If all published catalogues, price lists and trade circulars could be reduced to these two standard sizes, the utility of the publications themselves would be largely increased, as the added convenience in filing would make them far more useful for purposes of reference.

"Nearly every manufacturing establishment of any size, and every mercantile house of any consequence, receives a great number of catalogues and price lists, many of which have no permanent value to the recipient, but a large proportion of them could be preserved and classified and used frequently, much to the advantage of the houses whose goods they describe.

"The vest-pocket price-list and the portfolio of loose sheets are equally inconvenient, and whoever receives them at once begins to think what he shall do with them. The number of miniature catalogues is so large that no form of garment has ever been devised which can contain a sufficient number of pockets to hold all of the documents published with the idea that a man can carry them with him. When a man receives a score or more of vest-pocket catalogues, he finds that there is really no place where they can be disposed of to his convenience. No pocket, pigeon-hole or drawer offers a suitable receptacle, and what was designed to be of most convenient form really proves a burden to the man who has to preserve it for future use.

"The catalogue which goes to the other extreme and reaches the proportions of an atlas is even more inconvenient to handle, as its bulk and clumsy size are apt to make it a nuisance wherever it finds a resting place. A catalogue that reaches either extreme in its dimensions is equally inconvenient, and as its inconvenience increases its utility diminishes.

"There is practically nothing that can be said against the sizes recommended as standards, while everything is to be said in their favor. There is hardly a line of goods that cannot be catalogued in pages measuring 6 x 9 or 9 x 12 inches just as well as on pages of smaller, larger or intermediate sizes. The increased convenience in filing and reference far outweighs any inconvenience that may be encountered in an effort to conform to the recognized standards.

"A recent experience on the part of The National Association of Manufacturers affords some very interesting information concerning the sizes of catalogues that are most frequently encountered. Within the

past few weeks the Association has received from its members upwards of 600 catalogues and price lists; measurements were made of 627 of these publications, and the variety of sizes disclosed is most striking and interesting.

"Among these 627 catalogues and price lists there were no less than 190 different sizes. It is interesting to note that 159, or about one-fourth of the entire number, were of the standard size of 6 x 9. In addition to these there were about 40 which came within the range of one-fourth of an inch of these dimensions, so that about 200 out of 627 were either exactly or approximately of this standard size.

"The larger standard of 9 x 12 does not seem to have met with much favor, as there were only 7 out of the lot of these dimensions, and but few more within a range of one-fourth of an inch either way.

"This lot of catalogues probably gives as good an average showing as could be obtained from any similar collection, and the tabulation shows very graphically the lack of uniformity and the need of adherence to the recognized standards.

"In many respects the catalogues issued by American manufacturers are the most elaborate, most costly and most artistic, from a typographical standpoint of any such publications in the world, but a very large proportion of them are open to criticism on one point or another. Some of the more important deficiencies which present themselves are these:

"Great diversity of size and shape.

"Incomplete information about weights, dimensions and capacity of machinery.

"Extravagant claims of superiority, with lack of detailed descriptions of the goods catalogued.

"Absence of metric terms of measurement and weight in catalogues for foreign circulation.

"Translations into foreign languages so imperfectly done as to excite ridicule rather than admiration from the recipient of the catalogue.

The points which ought to be impressed most forcibly upon every publisher of catalogues are these:

"Adopt one of the standard sizes, namely, 6 x 9 inches or 9 x 12 inches.

"Eliminate extravagant claims of superior excellence and amplify the descriptive portions.

"Use metric weights and measures in all catalogues for foreign circulation.

"Give weights and measurements of articles packed for shipment.

"Do not risk spoiling the catalogue and wasting its entire cost by attempting to economize in the translation."



## *Progress of Canadian Trade With the United Kingdom.*

*Work of the Canadian Manufacturers' Association Commended.*

THE annual report of Mr. Harrison Watson, Curator of the Canadian Section of the Imperial Institute, London, England, to the Minister of Trade and Commerce, has just been published in the monthly report of the Department. As this gentleman has been most active and enterprising in promoting Canadian trade in the Old Country, his report is one of unusual interest and importance. Lack of space in this issue and the length of the report itself prevent us from giving due justice to it, but the following extracts, which we have selected, will, we think, prove of special interest to our readers:

### MANUFACTURED GOODS.

"It becomes more apparent with each succeeding year that Canada is bound to largely develop trade in the United Kingdom in manufactured and partly manufactured goods quite apart from the constantly expanding exports of agricultural products. The trade policy of Great Britain has resulted in the constant increase of the merchant and commission branches of commerce. Goods of all kinds come into these free markets from all parts of the world, many of which compete with similar goods manufactured in this country, and even the manufacturers themselves in many instances import certain lines which they can buy more cheaply than produce. Canada possesses so many natural resources and so much raw material that with ordinary intelligence and enterprise her manufacturers can hope to secure a considerable share of the trade in Great Britain in lines for the production of which they possess natural advantages and facilities.

"This export trade must, however, be regarded as something wholly distinct from their customary domestic market. Goods in favor in Canada are often not only unsuitable but absolutely unsaleable in this country, and any Canadian manufacturer wishing to do a satisfactory business here must make a special study of the requirements of the public and produce exactly what is in demand. Preliminary information, such as can be furnished through correspondence, is useful, but having thus satisfied himself that there is a possibility of establishing trade, the only really practical and satisfactory step for the manufacturer to take is to visit the United Kingdom and investigate the particular branch of trade in all its features. Recent events have tended to create a desire among all classes to develop trade within the Empire, and it is a most favorable time for Canadians to approach this market. Reference has on previous occasions been made to the desir-

ability of the Canadian shipper placing his interests in the hands of one or more influential houses possessing good and extensive connections, in preference to attempting to trade direct with a number of small concerns."

### CANADIAN MANUFACTURERS' ASSOCIATION.

"The active policy pursued by this important body bids fair to assist materially in the development of Canadian trade in the United Kingdom. Including in its membership many of the principal manufacturers, merchants and shippers, the Association is in immediate touch with the commercial community and in an unique position to deal with matters of direct practical importance to Canadian trade. During the past year a considerable volume of correspondence has passed between the Association and this office, and at the request of the secretary, investigations have been made regarding trade openings of various kinds, and reports dealing with the results furnished, which I hope have been of some practical value. I may be excused for alluding to the exceedingly valuable assistance which the secretary, Mr. T. A. Russell, has furnished in following up trade inquiries and supplying the most recent information concerning particular industries. The co-operation of such an active and able correspondent is of great practical value. At the request of the Association I distributed among the Chambers of Commerce of the Empire, and in other quarters, several hundred copies of a Trade Index, compiled and issued by that body. As it is proposed to follow this up by a further and more elaborate edition, it might be suggested that the inclusion of the names of some of the leading shippers of produce, timber and raw material generally, would enhance the utility of the directory."

### COMMERCIAL CONGRESS.

"I had the honor of acting as one of the delegates of The Canadian Manufacturers' Association to the Fourth Congress of the Chambers of Commerce of the Empire, held in London last June. Canadian proposals dealing with preferential trade within the Empire occupied nearly two whole days in discussion. Having been present at the previous Congress, I was in a position to appreciate the marked if gradual progress of public opinion in this direction. Canada can congratulate herself on the marked growth during the past three years of a desire which had not previously existed here, to seriously consider whether some consolidation of Imperial trade interests is really practicable. The doctrine of free

trade is still very firmly established in the United Kingdom, and this is a very conservative community. Recent events have, however, accomplished more than fifty years of debates could hope to attain. The war has provoked a strong sentiment of gratitude to the colonies and the wish to lend them a helping hand. The inroads which the United States and Germany have made upon markets which the United Kingdom formerly regarded as her own have also caused a great deal of quiet alarm and misgiving in influential quarters. The seed has been sown and the question of preferential trade within the Empire is gradually receiving due attention. Like most great movements, the doctrine spreads slowly but surely. Something has already been accomplished when a Minister of the Crown publicly admits that 'free trade is a policy and not a religion.' Had the meeting of the Congress been postponed until after the conclusion of the war and the federation of the Australasian colonies, the practical results must have been of a more immediate nature. Some of the Canadian delegates delivered very able and eloquent speeches, and our proposals received adherents from several great trading centres whose representatives had in the past turned a deaf ear to the suggestions.

### MANUFACTURES OF WOOD.

"A considerable portion of my previous report dealt with the increased number of inquiries received relating to Canadian manufactures of wood of all kinds, and the reasons causing the same. During the past year there has again been a large volume of applications from British importers seeking Canadian supplies, and also from Canadian manufacturers desiring information about possible trade in this market. There continues to be an excellent opening here for the Canadian manufacturer who possesses the machinery, output, capacity and capital to enable him to compete profitably in a market which is essentially one of large turnovers, at a moderate rate of profit, in such lines as broom and tool handles, mouldings, chair parts, flooring blocks, casings, skewers, dowels, etc., etc. The manufacturer must naturally be favorably situated as regards timber supplies and possess good shipping facilities, and he must carefully study the requirements of this country and supply exactly what is in demand. By far the most important event of the year has been the amalgamation of some seventeen of the principal Canadian furniture manufacturers, who, with the means of production and capital now at their command, should be able to secure a very substantial share of the immense trade in Great Britain in imported furniture. They propose devoting several of the factories entirely to the production of goods copied wholly from British designs, and destined exclu-

**September 25 and 26 are Manufacturers' Days at Montreal.**



sively for British markets. In the opinion of influential people engaged in the trade here, the prospects of the company are exceedingly favorable. Quite a few United Kingdom importers of wood manufactures, who formerly bought mainly in the United States have included Canada in recent trips, and the following views held by them, and also by several Canadian producers are worth attention. These remarks do not apply either to the regular timber trade, which is in good hands and runs itself, or to the pulp trade, which is an industry quite apart. There exist at present in Canada a certain number of enterprises possessing the plant and capital necessary for dealing with the export demand. As a result of investigation these firms have established regular relations, and their whole output is already arranged for either to direct customers or through resident agents. Other concerns who have up to now attended solely to the domestic demand, are studying the export market, and although but little alteration is generally necessary, these factories are not yet in a position to accept and execute orders. There are further a number of small establishments which might, under certain circumstances, conduct an export trade, but are at present debarred from such causes as (1) lack of sufficient capital to permit of the production of goods upon the considerable scale necessary for a profitable export trade; (2) the absence, from the same cause, of the improved machinery and other appliances, as used in the United States and elsewhere; (3) ignorance of the requirements of the United Kingdom in the way of designs, shapes, finish of goods. These reasons lead to a number of inquiries received from Canada being merely tentative. In cases where the proprietors have not sufficient capital for the extension of their plant, but otherwise are well situated for export, their most practical plan might be to arrange with some influential Canadian shipping house to handle and dispose of their output. Reference is made to this matter because many of the correspondents, writing from Canada on the subject, are obviously not equipped for the trade."

#### CANNED GOODS.

"The past year, owing to the war and other causes, was rather an unfavorable one for the canned goods trade. The demand was uncertain, prices often low and the markets generally dull. Under the circumstances it is not unsatisfactory to find that the Canadian goods are making some progress, although still far from securing that share of the market which should be obtainable with increased attention on the part of the packers. Canned apples are still the only line in any considerable demand, but new brands seem to be gradually coming before the dealers and there are evidences that Canadian packers are commencing to adapt themselves more to the views of the trade.

"Several Canadian shippers who called have been given general advice and referred to prominent importers and dealers.

"In offering to give the preference at equal prices over goods which are already in established demand, and upon which large sums have already been expended for advertising and similar purposes, dealers are making a marked concession to Canadian brands.

#### LEATHER.

"Although the quantity of Canadian leather used in the United Kingdom continues to increase and the trade is flourishing, it is quite certain that most of it is generally regarded as 'American' leather, and Canada gets no credit at all in such cases as the source of production of an article which is giving good satisfaction. The remedy lies entirely in the hands of Canadian tanners, for the British importer can have no particular interest in emphasizing the source of origin of the goods which he handles and is not likely to trouble himself in the matter. The Americans take good care to advertise the existence of their important leather industry, and the day may come when Canadian tanners will regret their negligence in this direction. Branding would seem to be a simple and effective method and the trade and consumers would soon become accustomed to the word 'Canadian,' and ask for it. This would establish a definite demand at present non-existent. American boots and shoes continue to be received with favor and are being imported into the United Kingdom in large and increasing quantities despite the fact that many of the British manufacturers have adopted the American machinery and American methods. Both here and in Australia there should be some opening for Canadian goods.

#### EXCELSIOR OR WOOD WOOL.

"There has lately been a visible revival of interest in Canadian excelsior on the part of United Kingdom importers. Some previous endeavors to establish a trade were completely checked by the gradual decline in prices. Probably some of the concerns which started the production of excelsior in the United Kingdom have now found the industry unprofitable and retired from it. In any case prices have recovered considerably, and at the moment several Canadian makers are looking into the question. In spite of Canada's natural facilities for the production of excelsior, I am very doubtful as to the permanency of any export trade profitable to shippers, although from time to time there may be chances of fairly remunerative openings. The bulky nature of the material is against it.

#### PIANOS.

"In London alone, it is said, some 4,000 pianos per week are sold during the season. Inquiries made as to the chances of Canada exporting pianos to this country show that Canadian designs differ materially as to frame and appearance from what is in vogue

here. This can, of course, be overcome by copying British models and then the matter resolves itself into a question of price and quality. The principal trade is in cheap instruments coming largely from Germany, with which Canadian makers can hardly expect to compete. Again, 90 per cent. of the sales are in pianos of rosewood frames, and in Canada other woods are utilized. Whether some trade can be established in the higher class grade remains to be investigated, and this in any case will entail the production of a piano adapted to the special ideas of the British public."

#### AUSTRALIAN REPRESENTATIVES.

This month the Association has pleasure in introducing to several of its members, Mr. D. H. Ross, a member of the firm of Zoeller de Schryver & Co., of Auckland, New Zealand, and Brisbane, Australia.

A number of Canadian manufacturers have already arranged for representation for their lines of manufacture with this firm on the occasion of a visit from Mr. de Schryver.

Mr. Ross' visit will now give opportunity to those manufacturers who have had experience with some shipments to discuss the advisability of extending their trade, and of meeting any obstacles that have been found to present themselves.

Mr. Ross brought with him a number of handsome orders for several firms here, and expects to do a steadily increasing business with Canada.

#### A BOON TO MANUFACTURERS.

A splendid chance for cheap and profitable advertising of any and all mechanical products is offered to the manufacturers of Canada by the liberality of the management of the Central Canada Exhibition Association, whose 14th annual exhibition takes place at Ottawa from September 13 to 21. In order to secure an exhibit of unusual merit, and also to benefit both the producer and the purchaser, by giving the former an opportunity to display his wares to the best advantage, and the latter a chance to become acquainted with the most modern productions of mechanical skill, their huge machinery hall will be thrown open to any and all firms who wish to exhibit, gratis. There will be absolutely no charge for space and any required amount may be secured by writing to the secretary, Mr. E. McMahon, 26 Sparks streets, Ottawa. Should power be desired for the better displaying of any machinery, this, too, will be furnished free. These, together with other inducements, will, no doubt, result in the securing of one of the finest machinery exhibits ever seen at any fall fair, and the results cannot fail to be beneficial to all parties concerned. Farmers and all other users of labor-saving machinery are only too pleased to be placed in a position to see and study the latest mechanical devices, while the manufacturers should let no opportunity slip whereby they can bring their products to the notice of the purchasing public, and the Central Canada Exhibition Association, by their liberality, deserve the consideration and the patronage of the Canadian manufacturers of machinery.



# Industrial Canada.

Issued about the middle of every month by  
The Canadian Manufacturers' Association.

INDUSTRIAL CANADA is sent free to all members of the Association. The fee for membership is \$10 per annum, payable in advance.

Subscription to non-members, \$1.00 per annum, payable in advance.

## OFFICERS OF THE ASSOCIATION, 1900.

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Address all communications respecting subscription, advertising rates, etc., to

SECRETARY,  
Canadian Manufacturers' Association,  
Board of Trade Building,  
Toronto.

TORONTO, JUNE 22, 1901.

## Growth in Export Trade.

The returns showing Canada's trade for the 11 months ending May 31 have just been made public, and comparisons made with the returns for the preceding year. These returns are very encouraging, the imports showing an increase in the importation of free goods amounting to \$1,616,499, while the dutiable imports decreased by \$981,119.

This is particularly encouraging to manufacturers as it means the increasing ability of the home factories to compete in style and prices with imports from abroad.

This encouraging feature is even more marked in connection with the exports. The total exports of domestic products for the 11 months above mentioned are \$155,118,252 as compared with \$137,345,652 in 1900.

It is especially encouraging, however, to note that one of the principal items of increase has been in the export of manufactured products. While the exports of the fisheries, forest, animals and their products, and agriculture, all show a decrease, the manufactures show an increase of

nearly 18 per cent., and the mines an increase of over 150 per cent.

This increasing importance of manufacturing and the favorable showing that it is making in the trade returns will be an education to many classes in the community, who have heretofore regarded the trade returns of manufactured articles as insignificant.

The figures for the 11 months of the two years are as follows:

	1900.
	Domestic.
The mine.....	\$ 12,412,002
The fisheries.....	9,931,686
The forest.....	26,332,744
Animals and their products...	50,903,216
Agriculture.....	25,046,955
Manufactures.....	12,405,688
Miscellaneous.....	313,361
Total.....	\$137,345,652
	1901.
	Domestic.
The mine.....	\$ 32,415,902
The fisheries.....	9,306,682
The forest.....	25,093,119
Animals and their products...	50,879,439
Agriculture.....	22,829,560
Manufactures.....	14,549,348
Miscellaneous.....	44,202
Total.....	\$155,118,252

## West Indian Trade.

In addition to the letter published in this issue from Mr. C. D. Davies, the representative of the Association in the West Indies, the Association is in receipt of another letter from Mr. Davies, informing us of a serious illness which has for some time prevented his carrying on the business engagements he has planned. He is now, however, on a fair way to recovery and hopes to be able to proceed on his tour to other countries very shortly.

The energy with which he has looked after the representation of Canadian firms is most commendable, and some of the suggestions given in his second letter are also of great value. He strongly urges that manufacturers who are interested in export business to the West Indies, or indeed to any country, exercise every precaution in shipping goods, having due regard to packing, and especially to see that the goods are fully up to the representations made by the samples shown.

He further points out that one of the pressing needs of the Islands at present is an additional bank. This is being very strongly urged by a number of prominent merchants, and he suggests that it would be a great blessing to trade between Canada and the West Indies if the Nova Scotia Bank would start an agency in the Barbadoes, as they already have done in Jamaica. He states that there is ample business to provide for the establishment of such a branch and hopes that the Association will urge for the early establishment of a branch of this Canadian bank.

With reference to furniture Mr. Davies also writes strongly, stating that there is a large trade to be done in this line, if manufacturers would only wake up and place their goods on the market. As an instance, he refers to a cheap line of chairs in which he has already been doing a large trade with the United States, but, in consequence of the high prices which the combination there has decided upon, purchases have fallen off and will continue to further decrease. This then is the opportunity for the Canadian manufacturers to make a start, and he is sure that if they will only risk a representative line of samples and forward them to the Barbadoes with the prices correct, they can count on a very profitable trade.

In closing his letter, Mr. Davies has again placed himself at the disposal of Canadian merchants who may wish to exploit the West Indian market.

## Membership Certificates.

Mr. P. W. Ellis, President of the Association, has left Toronto for a trip through the Western Provinces to the Pacific Coast, and during his visit he will no doubt call upon several of the members of the Association in the West.

Prior to his departure he performed the pleasant duty of signing some 500 odd certificates for the new members who have been received into the Association during his year of office. These membership certificates will be handsomely framed and sent to the new members, with wire and attachments, ready to hang up in the office.

It is hoped that every member will give his certificate a prominent place in the office, so that in every Province this mark of union between the manufacturers may be exhibited in all the leading industrial establishments.

## Commercial Travellers' Fee In Jamaica.

The Association desires to inform its members who are doing business in the West Indies that a law has been put in force in Jamaica imposing a tax upon commercial travellers. The tax for those

## NOTICES.

The regular monthly meeting of the Executive Committee will be held on Tuesday, July 9, at 2 p.m., in Council Chamber, Toronto Board of Trade Building, Toronto. Any member of the Association is cordially invited to attend.

\* \* \*

The annual convention of the Association will be held at Montreal on September 25 and 26 next. All the members are urgently requested to attend.



selling goods from samples is £12 10s. for general merchandise, and £22 10s. for wines, spirits, etc.

There is considerable opposition to the imposition of this tax, and British merchants and shippers are protesting against it in the hope that it may be repealed. The tax is an annual one, and is imposed both upon local and foreign travellers.

#### Industrial Exhibition.

The by-law submitted by the Toronto City Council to the ratepayers providing for the granting of \$135,000 for new buildings for the Industrial Exhibition Association was defeated. The vote on the by-law was exceedingly small, and, although it failed to carry, it served to show that there would not be a strong feeling of opposition to the carrying of the by-law at a time when the voters were at the polls.

The decision of the ratepayers of Toronto therefore means that there will be no new buildings for the Exhibition this year. The Exhibition Association is, however, pushing forward its arrangements, and the manager states that the manufacturers are taking more interest than usual in the display for this year, and already much of the space in the manufactures building has been arranged for.

#### The Insurance Question.

A number of communications have recently been received from members of the Association touching on various phases of the fire insurance question. These were brought to the attention of the Industry and Membership Committee and the matter was felt of such importance that the Executive has now delegated the Commercial Intelligence Committee to confer with members who are particularly interested in this subject and to give the matter most thorough consideration.

Objection has been taken by some members to the coinsurance clause that exists in many policies without even the manufacturer or party insured being aware of its existence.

Several other questions relating to the raising of rates on account of proximity to hazardous risk, and other rules that are enforced by the companies, have also come in for some degree of criticism. It is too early, however, to deal with this matter, but any members who have information which would be of assistance to the committee are asked to communicate with the office.

#### The Trade Index.

The final issue of the Trade Index has been delayed longer than was at first anticipated. The difficulty of securing sufficient type for printing the French and Spanish portion of the work has been to some extent responsible for this delay, while the increasing numbers of the Association and the consequent extension of work have also led to more work than was at

first anticipated. The book will comprise altogether some 450 pages, and the pages that have already been printed indicate that the workmanship has been carried out in a thoroughly satisfactory way.

The members will receive their copies at an early date, and arrangements have been made for sending it abroad for distribution at the Pan-American and Glasgow Exhibitions, and also for distribution to foreign merchants who have made inquiries through the office of the Association.

It is not possible to send more than one copy of the edition to members in Canada, but extra copies may be obtained at \$2 each. The members, however, can materially assist in the distribution by forwarding to the office a list of any names of persons in foreign countries to whom they believe it would be an advantage to have the work sent. If members would furnish the secretary a list of such parties, with their addresses, the Index will be forwarded post-paid, from the head office.

It is hoped that members will assist the office in securing for the Index as wide distribution as possible among proper and responsible parties abroad.

#### Uniform Catalogues.

The binding of the library of catalogues of the members for the Glasgow and Pan-American Exhibitions has brought home to this office the need of some standard sizes being adopted in getting out catalogues. We find at least some 50 different shapes and styles of catalogues in a total number not exceeding 150. This illustrates how difficult it is to arrange any satisfactory system of filing.

The matter has been receiving the attention of the National Association of Manufacturers of the United States, and a similar step should be taken in Canada to reduce the styles of catalogues to two or three standard sizes.

#### Advertisements in "Industrial Canada."

The members of the Association will note that in this issue a departure has been made in connection with the advertising columns of INDUSTRIAL CANADA. Some of the members of the Association and others wishing to make special announcements to manufacturers complained that the stereotyped form to which they were limited by the former advertising rule did not admit of their making sufficiently effective displays. At last meeting of the Executive the report of the Committee on INDUSTRIAL CANADA providing for the admission of display advertisements at a scale of rates approved of was adopted, and members and others who desire to make any special announcements to manufacturers are now cordially invited to make use of the columns of INDUSTRIAL CANADA.

The value of the publication as a means of reaching the best manufacturers of Canada is apparent. The Association has

over 800 members, as well as a considerable list of subscribers. The paper is regarded as a monthly letter to the members telling them exactly the progress which is being made by their own organization, and so is carefully read.

Any information with reference to advertising rates and spaces available will be gladly furnished upon application to the head office.

#### NEW BOOKS AND PUBLICATIONS.

THE following is a list of books and publications recently received at this office which have been added to the library:

"Century of Chemical Progress, A"—Inaugural address by W. R. Lang, D.Sc., Professor of Chemistry in the University of Toronto.

"Exports Declared of the United States"—United States Government.

"Ontario School of Practical Science," Curriculum.

"Commercial Relations of the United States"—United States Government.

New Zealand Official Year Book, 1900.

Shipowners and Shipmasters' Guide to South-African Ports.

Ontario Government Reports:

Archæological Report, 1900.

Beekeepers Association, 1900.

Department of Fisheries, 1900.

Inspectors of Factories, 1900.

Ontario Agricultural College, 1900.

British Consular Reports:

Trade of Piræus and District, Greece.

Trade of Taganrog, Russia.

Trade of Bordeaux, France.

Trade of Goa, Portugal.

Trade of Tangier, Morocco.

Trade of Porto Alegre, Brazil.

Trade of Hankow, China.

Trade of Nice, France.

Trade of the Cyclades, Greece.

Trade of Bilboa, Spain.

Trade of Lombardy, Italy.

Trade of Brest, France.

Trade of Stockholm and Eastern Coast of Sweden.

Trade of Vilayets, of Trebizond and Sivas, Turkey.

Trade of Pernambuco, Brazil.

Trade of Faroe Islands, Denmark.

Trade of Chemnitz, Germany.

Trade of Charleston, United States.

Trade of Switzerland.

Trade of New York and District.

Trade of Para.

Trade of Poland and Lithuania.

Trade of Pomerania.

Trade of Calais, France.

Trade of Texas.

Trade of Nicaragua.

Trade of Trieste, Austria-Hungary.

Trade of Corunna, Spain.

Trade of Amsterdam, Netherlands.

Trade of Ghent, Belgium.

Trade of Japan.

Trade of Cadiz and District, Spain.



# National Association of Manufacturers' Convention.

Commercial Reciprocity the Chief Subject of Discussion.

THE annual convention of The National Association of Manufacturers of the United States held at Detroit on June 4, 5 and 6, was largely attended by manufacturers representing a great variety of interests from all parts of the Union. In view of the fact that the date of our own annual convention is rapidly approaching, a brief outline of the proceedings at Detroit may prove interesting.

## PRESIDENT'S REPORT.

After addresses of welcome from the mayor and representatives of the city of Detroit, and other preliminary business, the President, Theodore C. Search, read his annual report. The leading features of this report were a very strong argument in favor of reciprocity treaties; an exhaustive history of the controversy with Russia over the sugar duty; an earnest plea in favor of a subsidy for a United States merchant marine; an advocacy of the creation of a Department of Commerce and Industry; the necessity of the improvement of the consular service, and the desirability of the establishment of a parcels post; and the need of the Nicaragua canal. The foreign warehouses established by the Association are likely to prove very successful in the coming year, and the International Freight Bureau and the Department of Information have proved very advantageous to the members, the former being especially helpful in promoting the export trade. He closed with an earnest appeal to manufacturers to promote more pleasant relations with their employees by the introduction of what are termed industrial betterment ideas.

The treasurer's report showed the annual income of the Association to be close to \$100,000, and the disbursements not far from that figure.

Mr. D. H. Burnett, manager of the International Freight Bureau, reported that the Bureau is now known as a forwarding agency in all transportation offices handling freight to foreign ports. Some of the firms are now giving their entire export business to it.

A lecture was delivered by Dr. W. H. Talman, of New York, on the subject of "What More Than Wages." The lecture was a presentation of the efforts recently made in different countries to better the condition of employees.

## COMMERCIAL RECIPROCITY.

The chief subject of discussion by the convention was one which is engaging the attention of United States manufacturers more than any other at the present time, viz.: commercial reciprocity. The general opinion was strongly in favor of recipro-

city, and the following resolution was passed:

Whereas, The National Association of Manufacturers has, at its previous conventions, declared in favor of the principles of commercial reciprocity, and of reciprocity treaties; therefore, be it

Resolved, That it reaffirms its former declarations in favor of commercial reciprocity as provided for by the present laws of the United States; and be it further

Resolved, That the subject of reciprocity be referred to the Executive Committee, with the request that it be given earnest and practical attention.

A resolution was also passed recommending the holding of a national reciprocity convention, representing all the important industries of the country, for the discussion of the whole question of commercial reciprocity and the formulation of suggestions for legislation on this subject.

The Association also recommended that the following principles should govern all tariff legislation:

1. The object of tariff legislation should be to furnish adequate protection to such products only as require it without providing the opportunity of monopoly abuses.

2. The tariff on goods of which the cost of production is higher in the United States than in foreign countries should be, at least, what is necessary to compensate domestic industries for the higher cost of production.

The association further recommended that section 5 of The Dingley Act, which was responsible for the Russian tariff retaliation, should be repealed.

A number of other subjects of importance were discussed, among which were the improvement of inter-state navigation, technical education, and the reputation of United States produce abroad.

Special features of the entertainment of the Association were a banquet, and a ride on the Detroit river. The ladies were favored with a tally-ho ride around the city, a theatre party and a collation at the Country Club.

## TRADE INQUIRIES.

**NOTE.**—For further information regarding any inquiry mentioned on this page, apply to the Secretary, at Toronto.

**Asbestos.**—Inquiry from a firm of commission agents in Belfast, Ireland, who are open to represent a first-class firm of asbestos fibre manufacturers.

A letter from the National Association of Manufacturers of the United States comes to us, stating that they have an inquiry from a large firm in Hamburg, Germany, who would like to secure the agency of an asbestos mine.

**Boards for Butter Boxes.**—An application has been received through the Canadian Government agent in Dublin for the addresses of firms exporting from Canada small boards suitable for making butter boxes.

**Birch Chair Seats and Squares.**—A firm of chair manufacturers near Glasgow are importers of birch chair seats and squares, and would like to communicate with any Canadian manufacturers in a position to fill orders, who might like to take up the matter.

**Canned Fruits, Meats, Etc.**—A gentleman in Glasgow, with a large trade connection in Scotland, is desirous of representing some Canadian firm or firms in canned fruits, meats, etc.

**Canned Meats, Fish, Etc.**—A London firm, claiming a good connection with the wholesale and export houses, is desirous of obtaining the selling agency of a large Canadian producer of canned meats, fish, etc.

**Cheese.**—The exclusive representation of some large exporters of cheese from Canada is desired for the English and South-African markets by a gentleman with experience of both.

**Commission Agent.**—A commission agent in London desires to correspond with a Canadian firm requiring someone to look after their interests and to push the sale of goods on that market.

A London house, having obtained the address of the Association from the Imperial Institute, write, stating that they are open to accept agencies of any first-class Canadian manufacturers who desire to export their goods to England or the Continent. Good references are furnished.

**Cotton Goods.**—A Manchester firm asks for addresses of printers of cotton goods in Canada.

**Handles.**—The proprietors of tool works in the West of England would like to hear from Canadian manufacturers of handles who are in a position to quote prices and fill orders.

**Iron Ore, Pig Iron, Etc.**—A person in Glasgow having influence in the iron and steel trade is open to take up the agency for Canadian firms exporting iron ore, pig iron, steel in blooms, billets, etc.

**Metals, Residues, Scraps, Etc.**—A Welsh firm, importing metals, residues, scraps, etc., ask to be placed in communication with Canadian shippers of same.

**Rubber Cloth.**—Inquiry has been received from a Manchester firm for the name of a Canadian firm supplying a form of rubber cloth prepared for taking blue prints.

**Tread Power.**—The secretary has received a communication from the Canadian Government agent in Cardiff, Wales, stating that he has received an inquiry for Canadian manufacturers of tread powers from a gentleman who attends agricultural shows there, and thinks he can sell a number.

**Wood Boxes for Packing Purposes.**—A firm in the Midlands, England, inquire for names of Canadian lumber people who export small wood boxes for packing purposes, the goods to be shipped flat, ready to be put together by the buyers.



# OCEAN SAILINGS.

THE following is a list of dates of sailings for the next month of ocean steamships from Atlantic and Pacific ports so far as announced to date:

## MONTREAL SAILINGS.

### To LIVERPOOL—

Tunisian.....	June 22nd.
Lake Ontario.....	" 28th.
Wassau .....	July 5th.
Parisian.....	" 6th.
Lake Champlain.....	" 12th.
Australasian.....	" 13th.
Lake Megantic.....	" 19th.
Corinthian.....	" 20th.
Lake Superior.....	" 26th.
Tunisian.....	" 27th.
Lake Ontario.....	Aug. 2nd.
Numidian .....	" 3rd.

### To LONDON—

Fremona.....	June 25th.
Rosarian.....	" 27th.
Nyanga .....	" 29th.
Hurona.....	July 1st.
Montevidean.....	" 6th.
Devona.....	" 9th.
Brazilian.....	" 25th.

### To GLASGOW—

Tritonia.....	June 25th.
Sarmatian.....	" 26th.
Lakonia.....	July 3rd.
Orcadian.....	" 3rd.
Marina.....	" 10th.
Livonian.....	" 10th.
Amarnythia.....	" 17th.

### To BRISTOL—

Montcalm.....	June 23rd.
Lycia.....	" 29th.

### To LEITH—

Jacona.....	June 25th.
Bellona.....	July 2nd.

### To ABERDEEN,—

Escalona.....	July 5th.
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### To BELFAST:

Rathlinhead.....	June 30th.
Torrhead.....	July 20th.

### To DUBLIN:

Inishowen Head.....	July 10th.
Dunmore Head.....	" 20th.

### To ANTWERP:

Albanian.....	July 6th.
Sylviana.....	" 15th.
Almerian.....	" 26th.

### To HAVRE:

Wassau .....	July 14th.
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### To MANCHESTER:

Manchester Corporation.....	July 3rd.
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### QUEBEC TO LONDON—

Mexican.....	July 4th.
Indian.....	" 13th.

## PORTLAND SAILINGS.

### To LIVERPOOL—

Vancouver.....	June 29th.
Dominion.....	July 6th.
Cambronian.....	" 13th.

### To LONDON—

Nedforer .....	June 29th.
Breckfield .....	July 6th.
Arroyo.....	" 14th.

## HALIFAX SAILINGS.

### To BERMUDA, ST. LUCIA, BARBADOS, TRINIDAD AND DEMERARA—

Oruro.....	July 1st.
Erna.....	" 29th.

### To BERMUDA, ST. KITTS, ANTIGUA, MONTserrat, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TOBAGO, TRINIDAD AND DEMERARA—

Ocanio.....	July 15th.
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### To BERMUDA, TURK'S ISLAND AND JAMAICA—

Beta.....	July 15th.
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## PACIFIC SAILINGS.

### VANCOUVER TO SYDNEY, AUSTRALIA—

Miowera.....	June 28th.
Aorangi.....	July 26th.
Warrimoo .....	Aug. 23rd.

### VANCOUVER TO JAPAN AND CHINA—

Empress of China.....	July 8th.
Empress of India.....	" 29th.
Empress of Japan.....	Aug. 19th.

## NEW YORK SAILINGS.

### To LIVERPOOL—

Canadian.....	June 29th.
Lucania.....	" 29th.
Tauric.....	July 2nd.
Germanic.....	" 3rd.
Bohemian.....	" 6th.
Etruria.....	" 6th.
Servia.....	" 9th.
Nomadic.....	" 9th.
Cymric.....	" 10th.
Tampican.....	" 13th.
Campania.....	" 13th.

### To SOUTHAMPTON—

St. Louis.....	June 25th.
St. Paul.....	July 10th.
St. Louis.....	" 17th.

### To MANCHESTER—

Steamer.....	June 29th.
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### To LONDON—

Minnehaha.....	June 29th.
Steamer.....	" 30th.
Marquette.....	July 6th.
Menominee.....	" 13th.
Minneapolis.....	" 13th.

### To BRISTOL—

Exeter.....	June 25th.
Jersey City.....	July 1st.

### To HULL:

Hindoo.....	June 29th.
Buffalo.....	July 6th.

### To NEWCASTLE—

Steamer.....	June 29th.
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### To GLASGOW:

State of Nebraska.....	June 29th.
City of Rome.....	" 29th.

### To LEITH AND DUNDEE—

Pinnars Point.....	July 10th.
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### To HAMBURG:

Columbia.....	June 27th.
Pennsylvania.....	" 29th.
Fuerst Bismarck.....	July 4th.
Prctoria.....	" 6th.
Deutschland.....	" 11th.
Phoenicia.....	" 13th.

### To ROTTERDAM:

Amsterdam.....	June 29th.
Statendam.....	July 6th.
Potsdam.....	July 13th.

### To BREMEN:

Kaiser Wil. der Grosse.....	June 25th.
Barbarossa.....	July 4th.
Kaieserin Maria Theresia.....	" 9th.
Koenigin Luise.....	" 11th.

### To ANTWERP—

Vanderland.....	June 26th.
British Prince.....	" 29th.
Kensington.....	July 3rd.
British Queen.....	" 6th.
Zieland.....	" 10th.

### To HAVRE—

La Champagne.....	July 4th.
La Gascogne.....	" 11th.

### To MARSEILLES AND NAPLES—

Patria.....	July 1st.
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### To GIBRALTAR, NAPLES AND GENOA—

Werra.....	June 29th.
Aller.....	July 6th.

### To SOUTH AFRICA—CAPE TOWN, ETC.—

Argenfels.....	July 5th.
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### To AUSTRALIA AND NEW ZEALAND—

Indralana.....	June 30th.
Bucrania.....	" 30th.
Inchkeith.....	" 30th.
Knight of St. George.....	" 30th.

### To CHINA AND JAPAN—

Richmond Castle.....	July 10th.
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## BOSTON SAILINGS.

### To LIVERPOOL—

Philadelphian.....	June 26th.
Ultonia.....	" 29th.
Commonwealth.....	July 3rd.
Lancastrian.....	" 3rd.
Irishman.....	" 5th.
Sachem.....	" 6th.
Ivernia.....	" 6th.

### To LONDON—

Anglian.....	June 28th.
Bostonian.....	July 5th.
Caledonian.....	" 10th.

### To GLASGOW—

Assyrian.....	June 29th.
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## AUSTRALIAN AND JAPAN MAILS.

The following are the dates of mails leaving for Australia:

### VIA VANCOUVER:

June 28th.
July 26th.
August 23rd.

Mails close at Toronto and Montreal five full days in advance of above dates.

### VIA SAN FRANCISCO:

July 9th.
July 30th.

Mails close at Toronto and Montreal six full days in advance of above dates, and letters must be marked "Via San Francisco."

The following are the dates of mails leaving for Japan and China:

### VIA VANCOUVER:

July 8th.
July 29th.

Mails close at Toronto and Montreal five full days in advance of above dates.

### VIA SAN FRANCISCO:

June 29th.
July 9th.
July 17th.
July 25th.
August 2nd.

Mails close at Toronto and Montreal six full days in advance of above dates, and letters must be marked "Via San Francisco."



## NEW CATALOGUES RECEIVED.

THE Association has been in receipt of a large number of catalogues from the members this month for use at the Glasgow and Pan-American Expositions. So numerous have they been that lack of space prevents us from giving particular mention to those of any firm, though many of them are very handsome and complete in every way. The following are the names of the firms which we have to thank for their prompt attention to our request for catalogues:

Meriden Britannia Co., Limited, Hamilton, Ont.  
 Canadian General Electric Co., Toronto, Ont.  
 Gendron Manufacturing Co., Limited, Toronto, Ont.  
 Jas. Cooper Manufacturing Co., Montreal, Que.  
 Massey-Harris Co., Toronto, Ont.  
 The Palmerston Carriage Co., Limited, Palmerston, Ont.  
 John Forman, Montreal, Que.  
 The R. McDougall Co., Galt, Ont.  
 Montreal Rolling Mills Co., Montreal, Que.  
 John Northway & Son, Limited, Toronto, Ont.  
 Burrow, Stewart & Milne Co., Hamilton, Ont.  
 The J. D. King Co., Limited, Toronto, Ont.  
 Laurie Engine Co., Montreal, Que.  
 The Canada Screw Co., Limited, Hamilton, Ont.  
 John B. Snider, Waterloo, Ont.  
 Globe Casket Co., London, Ont.  
 Gananoque Spring and Axle Co., Limited, Gananoque, Ont.  
 Dominion Wire Rope Company, Limited, Montreal, Que.  
 The Slater Shoe Co., Montreal, Que.  
 Meyer Bros., Toronto, Ont.  
 B. Bell & Son, St. George, Ont.  
 Cobourg Matting and Carpet Works, Cobourg, Ont.  
 Beardmore Belting Co., Limited, Toronto, Ont.  
 The Sherwin-Williams Co., Montreal, Que.  
 Grip Printing and Publishing Company of Toronto, Ont.  
 J. & T. Bell, Montreal, Que.  
 T. S. Simms & Co., Limited, St. John, N. B.  
 Ontario Wind Engine and Pump Co., Toronto, Ont.  
 Canadian Composing Co., Limited, Montreal, Que.  
 Andrew Malcolm, Kincardine, Ont.  
 Boeckh Bros. & Company, Toronto, Ont.  
 M. Beatty & Sons, Welland, Ont.  
 Wm. R. Perrin & Company, Toronto, Ont.  
 Geo. N. Morang & Company, Toronto, Ont.  
 Brown, Boggs & Co., Hamilton, Ont.  
 Canada Cycle and Motor Co., Toronto, Ont.  
 Ames-Holden Co., Limited, Montreal, Que.  
 Shallow Lake Wood Work Mfg. Co., Limited, Shallow Lake, Ont.  
 Dodge Manufacturing Co., Toronto, Ont.  
 Jas. Morrison Brass Manufacturing Co., Limited, Toronto, Ont.

J. F. Pease Furnace Co., Toronto, Ont.  
 The Rathbun Co., Deseronto, Ont.  
 Eckardt Casket Co., Toronto, Ont.  
 Bain Wagon Co., Limited, Woodstock, Ont.  
 Parke, Davis & Co., Walkerville, Ont.  
 Canadian Rubber Company, Montreal, Que.  
 Gutta Percha and Rubber Co., Toronto, Ont.  
 Kerr Engine Co., Limited, Walkerville, Ont.  
 John McDougall, Montreal, Que.  
 Amherst Foundry and Heating Co., Amherst, N.S.  
 E. Long Manufacturing Co., Orillia, Ont.  
 The McClary Manufacturing Co., London, Ont.  
 Gurney Scale Co., Hamilton, Ont.  
 Hart Emery Wheel Co., Hamilton, Ont.  
 Mason & Risch, Toronto, Ont.  
 Christie, Brown & Co., Toronto, Ont.  
 Kemp Manufacturing Co., Toronto, Ont.  
 Menzie Manufacturing Co., Toronto, Ont.  
 Toronto Engraving Co., Toronto, Ont.  
 The Toronto Carpet Manufacturing Co., Toronto, Ont.  
 The Noxon Co., Limited, Ingersoll, Ont.  
 McKinnon Dash & Hardware Co., St. Catharines, Ont.  
 The Canada Paint Co., Limited, Montreal, Que.  
 Canadian Packing Co., Limited, London, Ont.  
 Stanley Piano Co., Limited, Toronto, Ont.  
 Booth Copper Co., Limited, Toronto, Ont.  
 J. Eveleigh & Co., Montreal, Que.  
 Albert Manufacturing Co., Hillisborough, N.B.  
 Hiram Walker & Sons, Limited, Walkerville, Ont.  
 E. L. Ethier & Co., Montreal, Que.  
 Pillow & Hersey Manufacturing Co., Limited, Montreal, Que.  
 Good Roads Machinery Co. (Registered), Hamilton, Ont.  
 Dowswell Manufacturing Co., Limited, Hamilton, Ont.  
 The Smart-Eby Machine Co., Hamilton, Ont.  
 The Dominion Radiator Co., Limited, Toronto, Ont.  
 The Jno. Morrow Machine Screw Co., Ingersoll, Ont.  
 Windsor Turned Goods Co., Windsor, Ont.  
 P. D. Dods & Co., Montreal, Que.  
 Palmerston Pork Packing Co., Palmerston, Ont.  
 Francis-Frost Co., Limited, Toronto, Ont.  
 A. F. MacLaren Imperial Cheese Co., Toronto, Ont.  
 Morden Manufacturing Co., Toronto, Ont.  
 Canada Paper Co., Limited, Toronto, Ont.  
 The Dominion Organ and Piano Co., Limited, Bowmanville, Ont.  
 The Wilkinsen Plough Co., Limited, Toronto, Ont.  
 J. S. Hamilton & Co., Brantford, Ont.  
 The Gurney, Tilden Co., Limited, Hamilton, Ont.  
 The Perrin Plough Co., Limited, Smith's Falls, Ont.  
 The McLaughlin Carriage Co., Oshawa, Ont.

The Fensom Elevator Works, Toronto, Ont.  
 P. E. Shantz, Preston, Ont.  
 Peter Hamilton Manufacturing Co., Peterboro', Ont.  
 Goderich Organ Co., Limited, Goderich, Ont.  
 Cyclone Grate Bar Co., Toronto, Ont.  
 Vulcan Iron Co., Winnipeg, Man.  
 Semmens & Evel, Hamilton, Ont.  
 North American Bent Chair Co., Limited, Owen Sound, Ont.  
 Hamilton Bridge Works Co., Limited, Hamilton, Ont.  
 The M. Campbell Fanning Mill Co., Chatham, Ont.  
 Cockshutt Plough Co., Limited, Brantford, Ont.  
 The Great West Saddlery Co., Winnipeg, Man.

### NEW EXCHANGES.

WE are pleased to announce the addition of the following periodicals to those already received regularly at this office:

Industries—Dayton, South Africa.  
 Manufacturers' Record—Baltimore, Md.  
 Electric Review—New York.  
 The Brazilian Review, Rio De Janeiro, South America.  
 Metal Miner—Minneapolis.  
 Marine Record—Cleveland.  
 The British Columbia Trade Budget—Vancouver, B.C.  
 The Review of the River Platte—Buenos Ayres, South America  
 The American Artisan—Chicago.

Members desiring to examine copies of any of these journals may obtain the loan of such by corresponding with the secretary.

### A PROPOSITION FOR EUROPEAN BUSINESS.

THE secretary has received a communication from a European commission agent who is about to start an agency for American articles.

This gentleman speaks the different languages of all the principal countries of Europe and has been working for the past 20 years in Austria, Servia, Bulgaria, Roumania, Turkey, Egypt, Greece, Spain and Portugal. He desires to represent a number of American firms and would travel regularly through the different countries, charging to each firm represented a proportional share of his travelling expenses.

In this way firms would have a thoroughly reliable traveller and agent, and all his correspondents, people of large and honorable standing, at their disposal at minimal cost. Our correspondent is very willing to furnish any detailed information that may be desired, and is even prepared to come across to this country if reasons of sufficient importance should arise. He is able to give references in Europe and America, but for the present refers us to the secretary of the Austro-Hungarian Export Association for preliminary purposes.

Should any member wish to communicate with this gentleman, the secretary will be pleased, on request, to furnish the address.



## Canadian Trade With Australia.

*Some Good Advice From One of The Association's Representatives.*

THE following circular, issued to their Canadian clients by Messrs. Zoeller de Schryver & Co., commission merchants of Brisbane, Queensland, and Auckland, New Zealand, in which places they are representing the Association's interests, contains some very practical information in brief form.

To Canadian manufacturers and exporters:

Please take note of the following very important points which are, we regret to say, so often overlooked by firms in Canada who wish to engage in the Australian and New Zealand trade.

1. Quote your prices "free on board" train at your nearest railway station, and, when possible, calculate what the through rates of freight will be on your goods to the leading ports of Australia and New Zealand.

2. Also always quote prices "free on board" steamer, New York (as we regret to say that this is the only eastern port from which shipments are made to these colonies). This alternative freight rate is absolutely necessary, so your agents may quote against keen U.S.A. competition.

### BECAUSE—

(a) It is a matter of impossibility for a buyer at this end of the world to calculate his landed cost of your goods unless you do so.

(b) Ascertain from your railway companies the lowest rates to port of shipment (and through rates to destination) on your particular class of goods—for the buyer at this end cannot obtain this information.

(c) Shipping and forwarding agents all the world over are dependent on their living on making up "bills of costs"—like lawyers. You at your end can watch your interests better than a buyer at this end can watch his interests—for he is 16,000 miles away from place or port of shipment.

3. Study your own interests by giving your forwarding and shipping clerks full and detailed instructions—don't leave anything to their fertile imagination. You must secure lowest possible rates of freight, by land and sea, if you wish to compete in the world's open markets.

4. Study your agents and their clients' interests by facilitating their calculations—it can't possibly be half as much trouble for you to calculate "free on board steamer," through rates, etc., as it must be to them. No man in this part of the world buys goods without being able to calculate what they will cost him landed in his warehouse.

5. Another most vital point is very often neglected by Canadian firms, viz.: Promptitude in replying to correspondence. Always remember that mails from your country to Australia don't leave three or four times daily. Buy a time table or otherwise correctly ascertain the days of departure of mails, and don't forget that the fact of your missing a mail causes a great inconvenience to your agents and clients at this end and damages your business thereby. It also means at least one month's loss of time to your travelling representative, and thus one important city may have to be passed without working your lines.

6. Hints for quotations:—Be as explicit as possible, and imagine you have to do business with a man who has no knowledge of your particular trade. In short, avoid so-called trade or technical terms, because they are often different to those used in

this part of the world, and using such terms frequently means misinterpretation and unnecessary correspondence and delays.

### 7. Packing of goods—

(a) Use sound material (good wood, canvas, etc., as the case may be), and pack as closely as possible. Never use large cases and fill up with loose paper or straw, as the latter is expensive to import at a freight rate of say 25 to 40 cents a cubic foot.

(b) All clamping, battening, or strengthening must be done on inside of cases, as freights are calculated on extreme measurements.

(c) Each package, besides address, must have a distinct number, and in invoicing the number and contents of each package should be separately and distinctly specified—this is necessary for Customs house purposes.

(d) Never use straw in packing, dry wood shavings are preferable, as straw absorbs dampness when in transit, and thus injures the goods.

8. Finally—You know your own business best, so see whether the points enumerated are worthy of your attention.

## Openings for Foreign Trade.

### United States Manufacturers in Western France.

THE United States consul of Nantes notes an important development of the trade in United States machinery in Western France. During the past season about 800 reapers, mowers and horse rakes arrived. More than 200 United States meat choppers have been sold, resulting from an exhibition. An exhibit of wringers would be profitable.

Consul Covert, of Lyons, says: "The houses here which furnished fine French hardware to the United States have almost entirely lost that trade within the last two decades and are enabled to hold their own here by a protective tariff. American stoves, base burners and smaller heating stoves find a steady market, the French make being unable to replace them. American saws and wood-cutting instruments are pronounced the best. American agricultural implements are highly prized."—American Manufacturer.

### Prospects for Trade in South Africa.

The British and South African Export Gazette, in commenting on trade prospects in South Africa, calls attention to the following hopeful, though conservative, words of the General Manager of the Natal Government Railways in his recently-issued report:

"All indications point to not only a large increase in trade, but a steady development for years to come, which will be of a progressive and solid character \* \* \* The next few years will doubtless be marked by the execution of comprehensive schemes for connecting up the new centres of industry as well as the improvement of those already existing \* \* \* It is necessary to prepare for a large trade."

### Orders For South America.

The extent of the South-American market for railroad and other material is indicated by contracts recently given by the Ecuadorian Association, composed of British and American capitalists. The association is constructing in Ecuador, and, it is announced, has already placed contracts for 46,000 tons of rails, 20 locomotives, 20,000 tons of bridge material and 300 freight cars—all with American firms. Another order is for 500,000 ties and 20,000 barrels of cement. Twenty-five additional locomotives and 1,700 cars will also be purchased in the near future. In a recent interview, Mr. Archer Harman, managing director of the association, is quoted as saying that fully \$7,000,000 will be expended for American products before the railroad is completed. It is expected to open up a territory in Ecuador which will offer an extensive market for agricultural machinery.—Manufacturers' Record.



## *Canadian Manufacturers at Glasgow.*

LAST month we had pleasure in publishing an interesting letter from Mr. G. P. Breckon, of The Metallic Roofing Co., on the Glasgow Exhibition. Since then Mr. Breckon has returned and expresses himself as highly pleased with the showing made by the Canadian manufacturers there. He has kindly furnished us with a list of the exhibitors in the Canadian section of the main building and also in the Canadian building itself.

The important part that the manufacturers play in these exhibits is evinced by the fact that out of a total number of about 200 manufacturers, members of this Association number some 75, and although the export of manufactured goods is by no means the largest item in the trade returns of Canada, nevertheless, the manufacturers are the parties who are giving the most energetic attention to the development of Canadian trade.

The following is a list of members of the Canadian Manufacturers' Association exhibiting at Glasgow, as taken from the official directory of the Exhibition:

Albert Manufacturing Co., Hillsborough, N.B.

Armstrong Manufacturing Co., Guelph, Ont.

Bell, J. & T., Montreal.

Bell Organ and Piano Co., Limited, Guelph, Ont.

Bickell & Wickett, Toronto.

Boston Wood Rim Co., Toronto.

Boulter, W. & Sons, Picton, Ont.

Breithaupt Leather Co., Limited, Berlin, Ont.

Canada Carriage Co., Brockville, Ont.

Canada Corundum Co., Toronto.

Canada Furniture Manufacturers, Limited, Toronto.

Canada Iron Furnace Co., Montreal.

Canada Paint Co., Montreal.

Canadian Composing Co., Montreal.

Canadian Office and School Specialty Co., Montreal.

Canadian Rubber Co., Montreal and Toronto.

Cockshutt Plow Co., Limited, Brantford, Ont.

Corticelli Silk Co., St. John, N.B.

Davidson, Thos., Manufacturing Co., Limited, Montreal.

Davies, The Wm., Co., Limited, Toronto.

Dodge Manufacturing Co., Limited, Toronto.

Doherty, W., & Co., Clinton, Ont.

Frost & Wood Co., Limited, Smith's Falls, Ont.

Globe Furniture Co., Limited, Walkerville, Ont.

Goderich Organ Co., Goderich, Ont.

Goold, Shapley & Muir Co., Limited, Brantford, Ont.

Hall Mines Co., Limited, Nelson, B.C.

Hamilton, J. S., & Co., Brantford, Ont.

Harrison, John, & Co., Owen Sound, Ont.

Ives, H. R., & Co., Montreal.

King, J. D., & Co., Toronto.

Lamontagne, H., & Co., Montreal.

Laurentide Pulp Co., Limited, Grand Mere, Que.

Linde British Refrigerating Co., Montreal.

McClary Manufacturing Co., Limited, London, Ont.

McLaren, D. K., & Co., Montreal.

McLaughlin Carriage Co., Oshawa, Ont.

Malcolm, Andrew, Kincardine, Ont.

Marsh, Wm. A., Co., Limited, Quebec, P.Q.

Martin Bros., Mount Forest, Ont.

Massey-Harris Co., Limited, Toronto.

Maxwell, David, & Sons, St. Marys, Ont.

Metallic Roofing Co., Limited, Toronto.

Merchants Dyeing and Finishing Co., Toronto.

Mica Boiler Covering Co., Toronto.

Miller & Co., Trenton, Ont.

Montreal Rolling Mills Co., Montreal.

North American Bent Chair Co., Owen Sound, Ont.

Nova Scotia Steel Co., Picton, Ont.

Noxon Co., Limited, Ingersoll, Ont.

Ontario Wind Engine & Pump Co., Limited, Toronto.

Owen Sound Portland Cement Co., Owen Sound, Ont.

Peterborough Canoe Co., Limited, Peterborough, Ont.

Rosamond Woollen Co., Almonte, Ont.

Rogers, The Charles, & Sons Co., Limited, Toronto.

Sault Ste. Marie Pulp and Paper Co., Sault Ste. Marie, Ont.

Scott, R., & Sons, Galt, Ont.

Simcoe Canning Co., Simcoe, Ont.

Simms, T. S., & Co., Limited, St. John, N.B.

Smart, The James, Manufacturing Co., Limited, Brockville, Ont.

Snider, John B., Waterloo, Ont.

Spramator Co., Limited, London, Ont.

Star Manufacturing Co., Limited, Halifax, N.S.

St. Charles Condensing Co., Ingersoll, Ont.

Stevenson, Blackader & Co., Montreal, P.Q.

Thomas Organ and Piano Co., Woodstock, Ont.

Thomson, Walter, Mitchell, Ont.

Toronto Lithographing Co., Toronto.

Verity Plough Co., Brantford, Ont.

Watson, Foster Co., Limited, Montreal.

Windsor Salt Co., Windsor, Ont.

## THE AUSTRALIAN COMMISSIONER'S REPORT.

Mr. J. S. Larke, Canadian Commissioner to Australia, reports as follows to the Trade and Commerce Department, under date of May 22: "On the 23rd of last month I left for Adelaide to meet Hon. Mr. Mulock and to place my services at his disposal should they be required. It is to be greatly regretted that he has been almost wholly confined to his room since his arrival, and although he has been called upon by gentlemen prominent in the State and in commerce, yet his visit will not be as productive to Canada as it would have been had he been in good health." Mr. Larke discusses the prospects of the Pacific cable scheme. He says that for the year 1900 the Australian cable business amounted to £583,015. The business has more than trebled in the last ten years, and there is no reason why this advance should not continue. There are reasonable grounds for believing that should the cable be laid in 1902 and the rate to Europe be reduced to three shillings per word, there would be a business of 4,000,000 words done in 1903. Had not the colony of New South Wales made the mistake of entering into an agreement with The Eastern Extension Company, the Pacific cable ought to have paid its way from the very outset. Mr. Larke states that the Chambers of Commerce of Australia have founded an Australian Council, and at a conference held in Melbourne, on May 14, passed a resolution approving of the arrangement for a State-owned cable through the Pacific Ocean. A copy of this resolution was handed to Hon. Mr. Mulock by Hon. Mr. Reid. The representatives of Canadian manufacturers report trading orders good in Melbourne and Adelaide. Business has, however, been materially interfered with owing to the uncertainty respecting the Federal tariff, and the celebration connected with the opening of the Federal Parliament and the visit of the Duke and Duchess of Cornwall and York. Possibilities seemed to favor the introduction of the Federal tariff, but it may be considerably later before it is ready.

## ENGLISH INQUIRY FOR CANADIAN LEATHER.

An inquiry has been received through Mr. Harrison Watson, of the Imperial Institute, from a gentleman in Liverpool for Canadian manufacturers of leather. This gentleman ships large quantities of waxed split to various parts of the Continent, and if he could be supplied from Canada with leather according to samples sent, at prices ranging from 10d. to 11 1-2d. per lb., could handle about 50 tons a year.

## INSURANCE.

### Guardian Fire and Life Assurance Co., Limited, of London, England.

Subscribed capital, \$10,000,000.

Paid-up capital, 5,000,000.

Invested funds exceed 23,500,000.

E. P. Heaton, Manager, Montreal.

H. D. P. Armstrong, General Agent, Toronto.

Mark H. Irish, Inspector.

**Remember the Annual Meeting.**



## FOREIGN TRADE PAPERS.

Any foreign trade journal whose announcement appears under this heading has inserted a similar announcement in its columns stating that a line addressed to the Canadian Manufacturers' Association will put the writer in touch with Canadian manufacturers in every line.

### **THE** **SOUTH AMERICAN** **JOURNAL**

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**9 New Broad St., London, E.C.**

## MEMBERS' BUSINESS DIRECTORY.

The attention of members is invited to the desirability of having a business card inserted under one or more headings in the following column. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business. A ready reference to the industries represented in the Association is by this means possible.

#### ACCOUNT BOOKS.

**The Brown Brothers, Limited,**  
51-53 Wellington West, **TORONTO,**  
  
Manufacturers of Account Books, Leather  
Goods, etc. Stationers and Bookbinders.

#### AGRICULTURAL IMPLEMENTS.

**David Maxwell & Sons,**  
**ST. MARYS, ONT.**  
  
Manufacturers of Harvesting Machines, Stock  
Raisers' Implements and General Farm  
Machinery.

#### ASBESTOS.

**The Eureka Mineral Wool & Asbestos  
Co., 136 Bay street,**  
**TORONTO.**  
  
Asbestos Cement, Paper, Mill Board, Wick,  
Rope, Pipe and Boiler Coverings, Packings,  
etc.

#### BAGS.

**The Canada Jute Company, Limited,**  
492 William St., **MONTREAL.**  
  
Manufacturers of Jute and Cotton Bags.  
Importers of Twines, Hessians, Baggings, etc.  
Telegraphic address, "Calender," Montreal.

#### BANK AND OFFICE FITTINGS.

**The Globe Furniture Co., Limited,**  
**WALKERVILLE, ONT.**  
  
Counters, Screens and Metal Work for same;  
Standing Desks, Dado, Doors and General  
Interior Finish; Store Fixtures.

#### BELTING—LEATHER.

**The Beardmore Belting Co., Limited.**  
  
Manufacturers of Leather Belting. Dynamo  
and Double Driving Belts our specialty. Write  
for discounts.  
  
**TORONTO, ONT., 39 Front St. East.**  
**MONTREAL, QUE., 57 St. Peter St.**

#### BICYCLE SUPPLIES.

**Boston Wood Rim Co'y, Limited,**  
**TORONTO.**  
  
Manufacturers "Laminated" and "One Piece  
Rims" for Bicycles, Motor Carriages, Sulkies,  
etc. Mud and Chain Guards.

#### BICYCLES AND MOTORS.

**Canada Cycle & Motor Co'y, Limited,**  
**TORONTO, CAN.**  
  
Mfrs. of Bicycles, Motor Vehicles, Marine  
Motors and Launches.  
Works—Toronto and Brantford. Catalogue  
on application. Cable address, "Cyclemotor"  
Toronto. A. B. C. and A. I. Codes used.

#### BILLIARD TABLES.

**Samuel May & Co.,**  
74 York street, **TORONTO.**  
  
Billiard Table Makers.  
Billiard and Pool Ball Turners.  
Billiard Cue Makers.  
Billiard Cloth Importers.  
Send for Catalogue and Price List.

#### BOILERS—WATER TUBE.

**The Canadian Heine Safety Boiler Co.**  
Esplanade, Opposite Sherbourne St.,  
**TORONTO.**  
  
Water Tube Steam Boilers for all pressures,  
duties and fuels. Marine and Stationary, from  
50 to 600 horse-power units.

#### BOOTS AND SHOES

**The Ames-Holden Co. of Montreal,**  
**MONTREAL, QUE. Limited.**  
  
Boots and Shoes. Sole selling agents for the  
Granby Rubber Company.  
Branches—St. John, N.B., Toronto, Ont.,  
Winnipeg, Man., Vancouver, B.C., Victoria,  
B. C.

#### J. D. King Co., Limited, Toronto.

Sole agents and users of the Flexible and Non-  
Squeaker "Patent Sleeper Insoles"—light,  
conforms to the shape of the foot, strong and  
very durable. Also agents for the "Dr. Reid  
Cushion Shoe" for tender feet, especially  
adapted for people up in years. Man'frs of the  
"King Quality" lines of Boots and Shoes, and  
only agents of the stub Proof Rubbers.



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(Established 1814.)

178-180 Inspector St., MONTREAL.

Fine Footwear.

**The John McPherson Co., Limited,**

HAMILTON, ONT.

Manufacturers of Fine Shoes.

**BOX MANUFACTURERS.****G. & J. Esplin,**

Office, 120 Duke St., MONTREAL, QUE.

Box Manufacturers,  
Lumber Merchants,  
Saw and Planing Mills.**BOXES—WOOD.****Barchard & Co., Limited,**

135-151 Duke Street, TORONTO.

Manufacturers of Wood Packing Boxes of  
every description.  
Wood Printers, Telephone 30.**BRASS GOODS.****Garth & Co.,**Established 1828.  
536 to 542 Craig St., MONTREAL.Brass and Iron Founders,  
Plumbers and Steamfitters,  
Fire and Water Department Supplies.**The Robert Mitchell Co., Limited,  
MONTREAL.**Manufacturers of Brass Goods for plumbers,  
gas and steamfitters. Gas and Electric Light  
Fixtures, Ornamental Brass and Iron Work.**The James Morrison Brass Mfg. Co.,  
Limited,**

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We make and handle everything for Engineers  
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Telephone Main 3836.

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TORONTO.**Manufacturers and Exporters of Brushes,  
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MONTREAL AND TORONTO.**Publishers of "The Canadian Grocer," the  
grocery and general store paper of Canada.  
The only exclusively grocery paper in Canada.  
Advertisements of brushes and brooms in this  
medium bring splendid returns.**Meakins & Sons,**

HAMILTON.

Meakins, Sons &amp; Co'y, Montreal.

Manufacturers of Brushes.

Toronto Office, 74 Bay Street.

**Taylor, Scott & Co.,**

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Manufacturers and Exporters of Brooms,  
Brushes, Washboards, etc.

Write us for prices.

Cable address, "Woodenware," Toronto.

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HAMILTON, ONT.

Fruit, Paint, Lard and Baking Powder Cans.  
Wire and Bar Solder.Capacity one hundred and fifty thousand cans  
daily. Correspondence solicited.**CARPETS.****The Dominion Carpet Co., Limited,  
SHERBROOKE, QUE.**Manufacturers of Brussels and Wilton Carpets  
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Yarns.**The MacLean Publishing Co., Limited,  
MONTREAL AND TORONTO.**Publishers of "The Dry Goods Review."  
Only paper in Canada devoted exclusively to  
dry goods, millinery, men's furnishings, hats,  
caps and clothing trades. Good carpets prop-  
erly advertised in this medium are easily sold.**The Toronto Carpet Manufacturing Co.  
TORONTO. Limited.**Manufacturers of Wool and Union Ingrain  
Carpets and Art Squares, Axminster Carpets  
and Rugs; Smyrna Whole Carpets and Rugs.**CHEESE.****A. F. MacLaren Imperial  
Cheese Co'y, Limited,**

51 Colborne St., TORONTO, CANADA.

Manufacturers of MacLaren's Imperial Cheese  
in White Opal Jars. Importers and Exporters  
of Foreign and Domestic Cheese.  
Cable Address, "Dairymaid."**CHILDREN'S VEHICLES.****The Gendron Mfg. Co'y, Limited,  
TORONTO, CANADA.**Makers of Children's Vehicles, Reed and  
Rattan Furniture.**CLOTHING.****E. Boisseau & Co.,**Yonge and Temperance Streets,  
TORONTO, CANADA.Wholesale Tailors, manufacturers of "Tiger  
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Children's Clothing.**CONFECTIONERS' MACHINERY.****Fletcher Manufacturing Company,  
TORONTO, CANADA.**Onyx, Marble and Silver-plated Soda Water  
Fountains; Bakers', Confectioners' and Cooks'  
Tools, Machines, Utensils and Supplies;  
Waxed Paper Julep Straws.**COPPER WORK.****The Booth Copper Co., Limited,  
TORONTO, CANADA.**Coppersmiths and Metal Spinners.  
Brewers', Distillers' and Confectioners' Cop-  
per Work.**Coulter & Campbell,**

155-157 George St., TORONTO.

Manufacturers of Distillers', Brewers' and  
Confectioners' Copper and Brass Work.  
Marine, Dyers', and Varnish, Copper and Brass  
Work. Metal spinning work to order.**CORRUGATED IRON.****The Metallic Roofing Co., Limited,  
TORONTO, MONTREAL and WINNIPEG.**Manufacturers of Corrugated Iron, painted or  
galvanized; straight or curved; any gauge  
or length up to 10 ft.  
Our Corrugated Iron is pressed, not rolled,  
consequently corrugations fit accurately.**CREAM SEPARATORS.****The Raymond Mfg. Co. of Guelph,  
GUELPH, ONT. Limited.**Manufacturers of the "National" Cream  
Separator and "Raymond" Sewing Machines**DISTILLERS.****Hiram Walker & Sons, Limited,  
WALKERVILLE, ONT.**And London, New York, Chicago, Atlanta,  
Mexico City, Victoria, B.C.

"Canadian Club" Whiskey.

**DRESSINGS—LEATHER.****Domestic Specialty Co.,  
HAMILTON, ONT.**Manufacturers of Blackings, Dressings, Dyes,  
Stains, Waxes, Bottom and Edging Inks and  
Rubber Cement.



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**The Merchants Dyeing and Finishing Co.,**  
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Dyers and Finishers of all classes of Woolen or Half-Wool Dress Goods—whether made in Canada or Europe. Also Japanese Silks. Correspondence solicited.

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We manufacture Electrical Machinery for Railway, Lighting and Power Installations. You would do well to consult us before purchasing apparatus.

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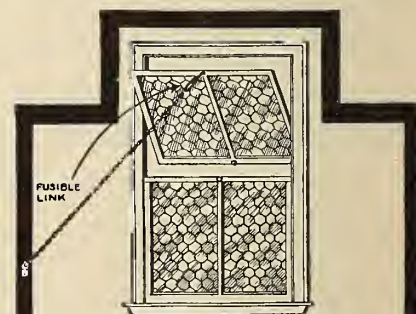
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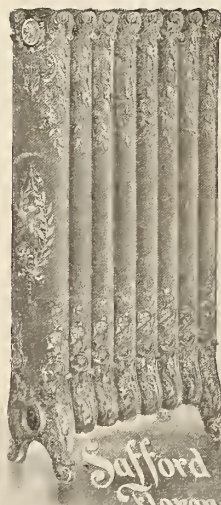


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Vol. I.

TORONTO, JULY 23, 1901.

No. 14

## THE RAILWAY QUESTION.

*Government Commissioner to Investigate Grievances.*

AT the last session of the Dominion Parliament the Honorable, the Minister of Railways and Canals, announced that in the coming session he would introduce a Bill to provide for more effective control of the railway companies. It was then provided that the sum of \$5,000 be set aside for the taking of evidence and the securing of information necessary to form the basis of such legislation.

Acting in accordance with this the Government has appointed Mr. S. J. McLean, Ph.D., Canadian graduate of the University of Toronto, and now Professor of Economics in the University of Arkansas to obtain all available information on the rate question.

Mr. McLean arranged to meet the Railway and Transportation Committee of the Canadian Manufacturers' Association in the offices of the latter on July 12, at 2.30 p.m. The committee met previously and prepared a report outlining some features of rate grievances which they desired to bring to the attention of the Commissioner, and this was presented at a general meeting.

At this meeting, Mr. Archibald Campbell was chairman, and others present were W. J. McMurtry, of The Gold Medal Furniture Manufacturing Co.; H. S. Cane, of The Wm. Cane & Sons Manufacturing Co.; J. F. Wildman, of The Office Specialty Manufacturing Co.; Andrew Gunn, of Messrs. D. Gunn Bros. & Co.; John Taylor, of Messrs. John Taylor & Co.; James Kerr Osborne, of The Massey-Harris Co., Limited; R. Hobson, of The Hamilton Iron and Steel Co.; J. O. Thorn, of The Metallic Roofing Co., and Jas. P. Murray, of The Toronto Carpet Manufacturing Co. And on behalf of the railways there were also present: Mr. G. M. Bosworth, freight traffic manager of the Canadian Pacific Railway, and Arthur White, district freight agent of the Grand Trunk Railway.

The report was read in full and discussed item by item. Other members who were present also brought up specific grievances

and presented them to the Commissioner, and the whole question was discussed from the standpoint of the shipper and the railway companies.

The report of the committee was in the form of a communication addressed to the Commissioner and will be replied to later by the railway companies.

It was as follows:

Toronto, July 12, 1901.

S. J. McLean, Esq.,

Special Commissioner re Railway Rates,  
Toronto.

Sir,—On behalf of the manufacturers and shippers that the Canadian Manufacturers' Association has the honor to represent, our Railway and Transportation Committee has pleasure in meeting you for the discussion of the important question of railway rates as affecting Canadian shippers.

We appreciate the practical interest shown by the Government in this question by appointing you to investigate specific grievances of freight and railway matters, and trust that your work will be of value both in bringing to the attention of the proper authorities any unfair discriminations that exist, and so assisting in securing their removal, and also in pointing out to manufacturers and shippers any reasons that exist for what may appear to be unfair rates charged, and so assist in removing any friction that may tend to be developed.

Our committee is not simply constituted to present grievances of manufacturers, but to deal with all questions affecting the improvement of transportation facilities. We necessarily have, however, received a number of complaints from our members indicating a certain degree of dissatisfaction with rates and classifications in different sections. The time for securing accurate and specific information showing comparative rates from point to point has been so short that we have not, in every case, been able to obtain as definite and specific information as might be desired.

As a committee, therefore, we will confine ourselves to pointing out the general grievances that have been brought to our attention, and trust that you will meet with manufacturers and shippers in different localities who will be able to furnish you directly with the specific information required.

We also suggest that it will be necessary for the completion of your work to obtain comparative rates from similarly situated points in the United States in order to give you the comprehensive information that is required.

CANADIAN SHIPPERS.

Generally speaking, our committee desires to enter its most emphatic protest against the extension to manufacturers and shippers outside of Canada of more favorable rates to Canadian consuming points than are given to our home manufacturers. We believe that the policy of the railway companies should be to encourage the build-

### NOTICES.

The regular monthly meeting of the Executive Committee will be held on Tuesday, August 13, at 2 p.m., in Council Chamber, Toronto Board of Trade Building, Toronto. Any member of the Association is cordially invited to attend.

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The annual convention of the Association will be held at Montreal on November 5 and 6 next. All the members are urgently requested to attend.

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A meeting of the Organ and Piano Section of the Association will be held in the Association rooms on July 25, at 8 p.m.



ing up of home trade, and the increased volume which should result would always continue to pass over their lines, whereas the foreign trade which may be taken by competing routes may at any time be diverted by the extension of more favorable rates over some other road.

We beg to submit the present unsatisfactory method of dealing with railway grievances. On different occasions our members or our committee have the privilege of meeting the representatives of the railway companies to discuss some grievances in freight matters. We, as shippers, are present and argue the justice of our case. The transportation companies argue against us. We retire, and they who have up to this time acted as witnesses and counsel for one side remain and act as judges. The justice of this arrangement is not apparent. For this reason many of the members who have communicated with us from time to time have urged that the association should strongly memorialize the Government to appoint a permanent railway commission. Up to the present time, however, the matter has not been fully discussed in open meeting of our association. We trust, however, our coming annual meeting in Montreal will present this opportunity for discussion, when we will be pleased to submit to the Department of Railways and Canals the result of our deliberations.

The question of freight rates is necessarily a difficult one. Grievances may arise from many causes. The rate may be unfairly high; in the first place on account of the imposition of too high a rate in the locality from which the shipment is made, or to which it may be consigned; by too high a classification of the particular commodity, or by the requirement of too heavy a minimum carload weight.

We will now instance a few of the particular classes of grievances referred to. First—Re localities:

As a Canadian Manufacturers' Association we must emphatically protest against the charging of higher rates from Canadian manufacturing and shipping points than from competing United States and European points.

#### IMPORT RATES.

Take first, for the purpose of comparison, the rates from Liverpool to the Canadian Northwest. The winter freight rates on goods from Liverpool and Toronto compared:

	Liverpool to Winnipeg per 100 lb.	Liverpool to Vancouver per 100 lb.	Liverpool to Winnipeg per 100 lb. carload, l.c.l.	Liverpool to Vancouver per 100 lb. carload, l.c.l.
Calicos, cambrics, etc.	\$1.30	\$1.52	\$....	\$1.74
Cotton clothing.....	1.63	1.96	....	2.29
Dry goods, not otherwise specified.....	1.63	1.96	....	2.60
Bags, bagging, jute ex Dundee.....	1.04	1.25	98	1.25
Bags, bagging, jute ex Liverpool.....	98	1.20	87	1.15
Carpets.....	1.63	1.96	2.07	2.60
Wool clothing and hosiery	1.63	1.96	....	2.40
Hemp carpet in bales.....	87	1.09	98	1.20
Oilcloth.....	87	1.58	87	1.58
Kid gloves.....	1.96	....	3.26	

	From Toronto to Winnipeg per 100 lb. carload, l.c.l.	From Toronto to Vancouver per 100 lb. carload, l.c.l.
Calicos, cambrics, etc.	\$1.38	\$1.73
Cotton clothing.....	1.82	2.25
Dry goods, not otherwise specified.....	1.82	2.85
Bags, bagging, jute ex Dundee.....	1.16	1.20
Bags, bagging, jute ex Liverpool.....	....	....
Carpets.....	1.82	2.75
Wool clothing & hosiery	1.82	2.85
Hemp carpet in bales.....	1.82	2.75
Oilcloth.....	1.24	1.16
Kid gloves.....	1.82	2.85

Similarly in many cases the rates to the Western Provinces on through bill of lading from Liverpool are lower than from Montreal. Take on cutlery: The rate from Liverpool to Vancouver is \$1.85 per 100 lb.; the rate from Montreal is \$2.75, showing a discrimination against the Canadian manufacturers there of 90c. per 100 lb.

These are only a couple of instances illustrative of the disability under which rates of this kind place the Canadian manufacturers in competition with the old-established firms of Great Britain and the Continent of Europe.

#### UNITED STATES COMPETITION.

Comparison of rates from United States points to the Northwest Territory indicates the same tendency. Numerous manufacturers have submitted in their communications to this office that the rates to Manitoba and the Northwest from Ontario and Quebec are much higher than from competing United States points more distantly situated.

As an illustration we submit the following: The rate quoted on paper from Holyoke, Mass., by the C. P. Despatch to Vancouver is \$1.05 per 100 lb.; from East Angus, Quebec, to Vancouver \$1.33 per 100 lb., and from Toronto to the same point \$1.20 per 100 lb., both cases showing an immediate discrimination in favor of the United States paper mill.

In the same way on a carload shipment of mineral wool from New York to Nelson, B.C., we have the rate quoted of \$1.38 per 100 lb.; whereas the rate from Toronto was \$1.98.

The same principle of rate-making seems to apply to corrugated sheet iron, the rate on which from Pittsburg to the Pacific Coast is 90c. per 100 lb.; the rate from Toronto is \$1.25.

Other manufacturers have written, pointing out their belief, based upon experience, that Canadian rates are about one-third higher than the United States rates for the same class of goods to Manitoba, the Northwest Territories and British Columbia, although they had not before them the immediate information that would enable them to submit the rates to be laid before you to-day.

In other cases the rates to Manitoba and the Northwest are higher from Canadian points on account of the difference in classification or minimum rate required. Thus,

on woodenware, larger cars are provided, enabling the United States manufacturers to ship 20,000 lb. in a car, whereas the Canadian maker can enclose only some 14,000 lb. and is charged upon a 20,000 minimum basis.

This is a matter requiring the most urgent attention, as in many cases the freight charges more than counteract the effect of the import duty, and indeed shippers have stated that the fact that we have a duty on manufactured goods has frequently been quoted as an explanation for rates that were imposed.

#### LOCAL RATES.

Again, we would refer to comparative rates charged from points in the United States into the central portion of Canada. In this instance we find that better rates are extended to United States shippers into Canada than are extended to Canadian shippers on the line of railway upon which the competing goods are carried. Thus, for instance, the charge from Toronto to London on steel shafting is 27c. per 100 lb.; the rate from Boston, Mass. (a distance of 500 miles), is only 24c.

Similarly, the rates on iron valves and hydrants in car load shipments from Walkerville, Ont., show a discrimination in favor of competing manufacturers in Detroit. To London the rate from Detroit is 11c.; from Walkerville, 15c.; from Detroit to Toronto, 13c.; Walkerville to Toronto, 20c.; Detroit to St. John, N. B., 35½c.; from Walkerville, 45c.

The rate from Detroit to Toronto on drugs in l.c.l. lots is 36c.; from Walkerville, 40c.

Statements have also been made by agricultural implement manufacturers in Western Ontario that agricultural implements are carried from Chicago and from other United States points at lower rates than are charged from Ontario points to the same destination. We have, however, not received specific information to substantiate this statement, and would ask that you give it your attention.

#### EXPORT RATES.

The fact that goods are carried over Canadian railways for export purposes at less rates from United States points than from Canadian points is a fruitful source of complaint.

The through rate on flour, as taken from The Western Miller in June: The rate from Kingston to Liverpool was 17.44c. per 100 lb., whereas rate from Chicago is only 18c. and from Duluth 19c. It has been stated also that when Ontario millers were paying a rate of 15c. to Montreal for export, Chicago millers at the same time received a rate of 9c. per 100 lb. At present the rate from Detroit to the seaboard on flour is 11½c. per 100 lb., whereas from Windsor and other Canadian points, including Toronto, it is 13½c., a difference,



to the disadvantage of Canadian points, of 2c. per 100 lb.

Discriminations of this kind are most injurious to the development of Canadian manufacturing enterprise. In the same way the statement has frequently been made by prominent vegetable canners that United States canners, say, in Rochester or other competing points in New York State, receive proportionately much lower rates to the seaboard for export than are charged from Canadian points. This is a question worthy of your closest investigation, as the development of an export market for Canadian canned goods is almost an absolute necessity.

#### LOCAL AND THROUGH RATES.

Attention has also been directed from time to time to the comparatively high rates that are charged from local points to local points, as compared with the rates that prevailed between competing centres. Information with reference to this can scarcely be dealt with by this committee, but the question is commended to your attention, and we have no doubt but that your visit from point to point will enable you to obtain the necessary data at the different centres.

Many illustrations of this class of rate-making might be found, but it will suffice to refer to the rates from points in Eastern Canada to Manitoba and the Northwest. The rates to points on the C.P.R. from Winnipeg west are all higher than the rate to Vancouver. In some cases the rate is practically double the through rate to Vancouver. The principle that seems to apply is to charge the through rate to Vancouver and the local rate back to the particular point. While we recognize the fact that through traffic can be handled more economically by the railway companies than small shipments from local points, we feel that the question of this proportion between through rates and local rates is one which should well have your most careful consideration.

#### CLASSIFICATION.

Another consideration entering into the question of railway rates is the settlement of minimum weights for carloads and the proper classification of commodities. The machinery for the disposal of this question is unsatisfactory, and grievances where shippers feel that their goods are not receiving fair classification from the railway companies, are of daily occurrence.

The illustrations with reference to the disputed classification of certain goods are somewhat technical and will appear on separate sheets. These sheets will show that, for instance, in the case of woodenware, pianos, cased whiskey, and several other articles, the classification adopted materially hinders the development of the trade.

#### CLAIMS.

Another most important matter is the settlement of claims. Almost every com-

munication in connection with the railway rates directed to this office includes a complaint with reference to the extremely slow and unsatisfactory manner of dealing with claims. Manufacturers state that small claims are practically worthless, owing to the time necessary to collect them, whereas larger claims take from six months to two years for adjustment, and then only after persistent and repeated efforts. At present it seems practically impossible to secure a fair adjustment of claims and this matter merits most careful attention, on account of its direct connection with the rate question.

#### OWNERS' RISK.

Another matter requiring consideration by a commission is the liability of the railway company for the safe transportation of goods consigned to their care. At present this is unsatisfactory.

The railway company have in their rules and regulations a clause requiring all shippers of certain classes of goods to sign an owners'-risk clause, or pay an additional freight rate of 50 per cent. While this regulation is intended to release the railway company from as much responsibility as possible, still our law is such as to prevent exemption from liability for damage caused by the negligence of the railway company, or its employees.

The great difficulty with this matter is that the onus of proof rests at the present time upon the shipper, who is compelled to prove that the damage arose through the negligence of the employees of the company. As the witnesses to prove his case are all salaried officials of the railway company, satisfactory proof of this kind is well nigh impossible.

This question was discussed at a very considerable length with the railway companies at the early part of this year and the assurance has been given that the regulations will not be enforced. It still, however, remains upon the classification on books of the railway company and might be enforced at any time and any point that is thought desirable.

#### GOVERNMENT REGULATION.

Another point we wish to refer to is in connection with the present sanction of the railway rates by the Railway Committee of the Privy Council. At present we understand that all rules and regulations are supposed to be submitted to the Railway Committee for approval. About a year ago our association applied to the Department to receive notice of all changes of rates and the classifications that might be adopted, and the request was acceded to by the Department, which undertook to forward to us proposed changes that might affect shippers in Canada.

Since that time rates and classifications in various lines of goods and from different localities have changed, and yet only one matter has been submitted by the Department of Railways and Canals for our consideration, and this was the schedule of rates upon a comparatively short branch of railroad in British Columbia. Are we to consider that the Department of Railways and Canals has not fulfilled its promise to the Association, or is it the case that rates are being changed and regulations made by the railway companies without receiving

the sanction or even being brought to the attention of the Railway Committee?

These are a few of the points that have been brought to the attention of our committee, outlining some of the general grievances relating to railway rates. We submit them to you for consideration and trust that our members in different localities will meet you to discuss this important question, and also that the local branches of our association in the various Provinces will submit other matters which will interest the particular localities in which they are situated.

Other representations might be desirable in case further information should be brought forward.

In the meantime, we beg to remain, on behalf of the Railway and Transportation Committee,

Your obedient servants,  
ARCHIBALD CAMPBELL, Chairman.  
T. A. RUSSELL, SECRETARY.

#### THE ANNUAL MEETING.

IN the last issue of INDUSTRIAL CANADA it was announced that the dates September 25 and 26 had been decided upon for the annual meeting of the Association in Montreal. Owing, however, to the visit of Their Royal Highnesses, the Duke and Duchess of Cornwall and York, it was intimated that these dates would not be altogether satisfactory, and at the last meeting of the Executive the date was altered to Tuesday and Wednesday, November 5 and 6.

As previously announced the meeting will take place at the Windsor Hotel, Montreal, the programme providing for a two days' convention, the day sessions to be devoted to the discussion of practical questions affecting railway rates, legislation, tariff, foreign trade and other matters of practical interest to manufacturers. The first evening will take the form of an open meeting at which addresses will be delivered by some of the most prominent leaders in manufacturing enterprise in Canada. The whole will be brought to a close by a banquet on Thursday evening. Sir Wilfrid Laurier, Premier of Canada, has accepted the invitation to be present, and invitations have also been extended to Lord Strathcona, who is expected to be in Canada at that time, and to the leading members of the Dominion Government.

Special rates will prevail over the various railway systems providing for the return fare either at one-third fare, or free, provided that a sufficient number attend.

Any local organization or section of the Association desiring to bring up any matter for general discussion at the meeting, is asked to send in such material in time to provide for its being included on the agenda paper.

We trust that the members will keep these dates in Montreal open for the meeting, which will be the first meeting of the Association to be held in the City of Montreal for some time past.

A special committee has been appointed in Montreal to look after the arrangements for the banquet and also for the entertainment of the visiting members and ladies accompanying them. This committee consists of Messrs. Frank Paul, Wm. McMaster, G. Esplin, C. C. Ballantyne, Henry Miles, Robert Munro, Hon. J. D. Rolland, Jas. Davidson, and W. W. Watson. This committee will report to the Executive on any of the more important matters in connection with the meeting.



# The Executive Committee.

THE regular meeting of the Executive Committee was held in the Council Chamber, Toronto Board of Trade, Tuesday, July 9, at 2 p.m.

Those present were: Messrs. Geo. Booth, J. O. Thorn, J. R. Barber, W. K. George, C. R. H. Warnock, Jas. P. Murray, Wm. Stone, J. E. Maybee, J. B. MacLean, C. H. Riches, Arch. Campbell, R. Y. Ellis, S. M. Wickett.

In the absence of the president and vice-president, Mr. J. O. Thorn was appointed chairman upon the motion of Messrs. Murray and Barber.

## THE NATIONALIZATION OF TELEGRAPH SYSTEMS.

A circular letter from the Ottawa Board of Trade was read, dealing with the question of the nationalization of the telegraph systems of the British Empire. The letter contained, as an appendix, several resolutions that had been passed upon this subject and reports that had been prepared, from time to time by Sir Sandford Fleming and others. The letter further announced that a similar communication had been sent to all the leading boards of trade and chambers of commerce throughout the Empire, and expressed the hope that active steps would be taken to improve the telegraph facilities, and to bring closer the various parts of the Empire.

It was resolved that this communication be referred to the Commercial Intelligence Committee for report, in order that it might be discussed at the annual meeting if thought desirable.

## RE PATENT OFFICE.

Mr. J. E. Maybee wrote, complaining of long delays in the Patent Office in disposing of applications for patents. This letter stated that the delays were more serious than at the time of the greatest congestion of business in the United States office.

The secretary explained that this matter had formally been brought to the attention of the Minister of Agriculture, and that assurance had been given that sufficient increases in the staff would be made to provide for the despatch of business in a thoroughly satisfactory way.

Resolved.—“That the secretary communicate with the Minister, drawing his attention to the complaints that were made, and explaining that the manufacturers were strongly of opinion that further measures should be taken to facilitate the work of the office.”

## VISITING PRESS.

A letter from the acting secretary of the Toronto branch of the Association, suggested that at the time of the Royal visit to Toronto, the offices of the Association be thrown open to the visiting press who accompany the Royal party, in order that

as much information about Canadian industries be furnished them as possible.

Moved by Mr. George, seconded by Mr. Murray, that this suggestion be acted upon and that the Reception Committee be asked to take charge of the visiting press and provide for their introduction to as many Canadian industrial establishments as possible.—Carried.

Mr. Booth presented the report of the Finance Committee and the treasurer's report, and moved their adoption, seconded by Mr. Murray.—Carried.

On behalf of the Membership Committee Mr. Murray moved, that applications for membership of The Jas. Warnock Co., of Galt, and James Cooper, Montreal, be accepted, seconded by Mr. Wickett.—Carried.

## RAILWAY AND TRANSPORTATION.

Mr. Arch. Campbell presented the report of the Railway and Transportation Committee, and moved its adoption, seconded by Mr. Warnock.

The report referred to the negotiations that were in progress with the two railways on the question of insurance of goods in transit, and also the arrangements that were being made to meet Mr. McLean, the Government Commissioner on railway rate grievances. The report recommended that as full information on the railway problem be placed before Mr. McLean as possible.

The report was adopted.

Mr. S. M. Wickett reported informally for the Commercial Intelligence Committee that the question of the regulations governing Canadian Government agents, and the grievances respecting fire insurance, were receiving the attention of the committee.

## RECEPTION COMMITTEE.

The Reception Committee report informed the meeting of the arrangements that had been made for the annual meeting in the way of railway facilities, and the appointment of a special committee in Montreal to look after arrangements in that city.

The report further recommended that the date be altered from September 25 and 26 to November 5 and 6, at which time the visit of the Royal party to Canada would be completed.

After discussion, Mr. George moved, seconded by Mr. Murray, that the report be adopted and the date altered as suggested.—Carried.

## “INDUSTRIAL CANADA.”

The report on “Industrial Canada” recommended that a handsome and attractive cover be provided for the publication, and that a prize of \$50 be offered for the most suitable design for the front outside cover.

The report was adopted on the motion of Messrs. Booth and Ellis.

W. K. George reported informally with reference to the Toronto branch informing the committee of a general meeting of Toronto manufacturers at which it was resolved to erect an arch or some other form of decoration to commemorate the visit of the Duke and Duchess of Cornwall and York.

The secretary submitted a report dealing with several matters relating to this office: the publication of The Canadian Trade Index; catalogues for the Glasgow and Pan-American Expositions; the sending out

of membership certificates, and the question of return of membership certificates from any members not renewing their fees.

Resolved.—“That any such members be asked to return their certificates to the Association.”

On the motion of Mr. Riches, seconded by Mr. J. P. Murray, the Committee on Insolvency Legislation was asked to report at as early a date as possible.

The meeting then adjourned.

## TO RECEIVE THE ROYAL PARTY.

THE Toronto manufacturers have taken active steps to provide for a suitable reception of the Royal party in Toronto. A general meeting of all the Toronto members of The Canadian Manufacturers' Association was called in the Association rooms Monday, July 8.

Mr. W. K. George, chairman of the Toronto branch, occupied the chair, and there were present a large number of prominent manufacturers.

Those present felt that it was a matter of supreme importance that the Royal party should be received in a fitting manner and unanimously decided that the manufacturers of the city be called upon to raise a fund sufficient to take charge of some special feature of the decoration of the city for the event. The sum of \$10,000 was named as the amount necessary to provide for a work of this kind.

A committee was appointed, consisting of Messrs W. K. George (Chairman), T. A. Russell (Secretary), P. W. Ellis, W. E. H. Massey, J. F. Ellis, J. P. Murray, A. W. Allen, W. K. McNaught, J. O. Thorn, Thos. Roden, F. B. Fetherstonhaugh, H. G. Nicholls, R. Y. Ellis, J. H. Patterson, to look after the arrangements. This committee has been hard at work, and obtained from the City Council the choice of location for their plan of decoration.

They further offered prizes for most suitable designs for decorating the location which has been set apart for their purposes, being the north end of University avenue, at the entrance to Queen's Park. These prizes are four in number, the first prize being awarded in the form of an architect's commission of 5 per cent. on the cost of erection of the work. The second, third and fourth prizes are \$100, \$75 and \$50 respectively.

The work is being actively taken up by the Toronto manufacturers and hearty responses will no doubt be made when the representative of the Reception Committee calls upon the manufacturers individually.

It is felt that whatever form of decoration is decided upon that it should, to some extent, take the form that would be representative of the industrial interests of the city that it represents, and no doubt those who are working on the design will be able to provide something which will fully satisfy the manufacturers.

## PERSONAL MENTION.

Mr. James B. Tudhope, head of the Tudhope Carriage Co., Orillia, has received the unanimous nomination for Member of Parliament, from the Liberals of East Simcoe.





EXHIBIT OF THE METALLIC ROOFING CO., LIMITED, TORONTO, AT THE GLASGOW INTERNATIONAL EXHIBITION, 1901.



# Some Articles in Trade Journals.

*On File at the Office of the Association which may interest You.*

- Amalgamated Association arrayed against United States Steel Corporation.—The Iron Age, July 4.
- American Activity in South Africa.—The British and South African Export Gazette, July 5.
- American Manufactured Goods in Germany.—Consular Reports, July.
- Australia in England.—Commerce, July 3.
- Best Loaf and How to Make It, The.—The Canadian Baker and Confectioner, July.
- Boiler Explosions.—American Manufacturer, July 27.
- British Columbia Salmon Industry.—Consular Reports, July.
- Business in Buenos Ayres.—Commerce, June 19.
- Canadian Electrical Association Convention.—The Canadian Engineer, July.
- Canadian Imperialism.—The British Empire Review, July.
- Canadian Timber Policy, The.—The Canada Lumberman, July.
- Canalize.—The Marine Record, June 27.
- Care of Belts, Pulleys and Gear Wheels.—The Canada Lumberman, July.
- Comparison between Asphalt and Brick Streets in Buffalo.—Brick, July.
- Commerce in Corsica.—Commerce, June 26.
- Congressional Interference with Industrial Consolidations.—The Iron Age, July 11.
- Cooperation Applied to Travel.—Commerce, July 3.
- Direct Current Engineering Practice in Germany.—Electrical World and Engineer, July 6.
- Discussion on Brickyard Tribulations.—Brick, July.
- Dominion Electrical Standards.—The Canadian Engineer, July.
- Drawbacks to English Capital in Our Mines.—The Monetary Times, July 12.
- Edison Storage Battery.—The Electrical World and Engineer, July 6.
- Exploitation of Venezuela, The.—Mereantile Guardian, June 21.
- Foundry, The; Its Equipment and Management.—The Iron Age, June 20.
- German Commercial Activity in South America.—Consular Reports, July.
- Great Oil Well near Beaumont, Texas, The.—American Manufacturer, July 11.
- History of Coal Mining in Nova Scotia, 1827-1900.—The British Columbia Review, July 6.
- How to Create American Trade in France.—Consular Reports, July.
- Humidity: Its Importance in Wool Manufacture.—The Canadian Journal of Fabrics, June.
- Huber System of Shaping Metal Goods by Hydraulic Pressure.—The Iron Age, July 4.
- Importance in Telegraphy of Apparently Little Things, The.—Electrical Review, July 6.
- Industrial and Electrical Situation in Germany, The.—Electrical World and Engineer, July 6.
- Industrial Potentialities of the South.—Manufacturers' Record, June 27.
- Influence of Portable Tools on Workshop Practice.—The Canadian Engineer, July.
- International Labor Bureau in Switzerland.—Consular Reports, July.
- Iron Trade of Germany.—Chamber of Commerce Journal, July.
- Labor Unions and the Public Peace.—The Iron Age, July 11.
- Machine Cast Foundry Pig Iron.—The Iron Age, June 20.
- Machinery at the Pan-American Exposition.—The Iron Age, June 27.
- Machinists' Strike in the United States.—The American Manufacturer, July 6.
- Master Plumbers and Steamfitters of Canada Convention.—The Canadian Hardware and Metal, July 6.
- Models of the Niagara Falls Power Co.—The Iron Age, July 11.
- New Russian Tariff.—Consular Reports, July.
- Notes on the Construction and Protection of Aerial Transmission and Distributing Systems.—Electrical Review, July 6.
- Opening for Electrical Plants in India.—Consular Reports, July.
- Opposition to Tariff Agitation and Reciprocity Treaties.—The Iron Age, June 20.
- Paper-Making by Electricity at Millinocket, Maine.—Electrical World and Engineer, June 29.
- Petroleum in Canada.—Consular Reports, July.
- Petroleum, Something of its History.—American Manufacturer, June 27.
- Production of Iron Ore in the United States.—The Iron Age, July 11.
- Prospects in Nicaraguan Trade.—Mereantile Guardian, June 21.
- Railway Subsidies in Canada.—Consular Reports, July.
- Reciprocity Treaties and Tariff Revision.—The Iron Age, July 4.
- Reform in Export Trade—Peck's Buyers' Index, July 1.
- Resuscitation of Mersey Shipbuilding.—The Syren and Shipping, June 26.
- Russian Tariff Embroglio.—The Iron Age, June 27.
- Sewage Disposal.—The Canadian Engineer, July.
- Sir Richard's Ennui.—The Canadian Grocer, July 12.
- State Owned Cables and Telegraphs.—The Monetary Times, July 5.
- Steam Shovel and Its Uses.—The American Manufacturer, July 6.
- System and Efficiency of Electric Transmission in Factories and Mills.—The Canadian Lumberman, July.
- Tensile Strength of Dried Clay as a Measure of Elasticity.—Brick, July.
- Tinplate Industry of the United States of America.—Board of Trade Journal, July 4.
- Trade of Cape Colony.—Board of Trade Journal, June 27.
- Trade of Hamburg in 1900.—Board of Trade Journal, July 4.
- Trade with Morocco.—The Mereantile Guardian, June 21.
- Trade with South America.—The Maritime Merchant, July 4.
- Trade Outlook in Argentine Republic.—Consular Reports, July.
- A Trade Victory for Canada—Our Flour Getting a Hold in the British West India Markets.—The Maritime Merchant.—July 4.
- Transactions of the American Ceramic Society.—Brick, July.
- Transvaal Tariff Changes; How they will Affect Exporters.—The British and South African Export Gazette, July 5.
- United States Trade in Syria.—Consular Reports, July.
- The Wire Industry in 1900.—The Iron Age, June 27.
- Wireless Telegraphy.—Electrical World and Engineer, June 29.
- Wool Trade and Industry of Germany in 1900.—Board of Trade Journal, July 14.
- Young Men in Electricity.—The Canadian Engineer, July.



# FOREIGN TRADE NEWS.

## TRADE INQUIRIES.

*NOTE—For further information regarding any inquiry mentioned on this page, apply to the Secretary, at Toronto.*

**Agents.**—A German firm of commission merchants in Berlin are opening up a commission business in the city of Berlin. They rely on a commercial experience of many years acquired in Germany and abroad, a perfect knowledge of the market, their personal relations and funds at their disposal for success. They would like to sell Canadian articles, such as asbestos, wood materials or other articles suitable for the German market.

A firm in Northampton, England, are prepared to act as agents for a first-class Canadian tanning company. They are in the centre of the boot and shoe industry, with which they have 50 years' connection, and are a well-known firm.

**Asbestos.**—A firm of dealers in Torino, Italy, wish to communicate with Canadian producers of asbestos, a good raw quality for weaving purposes. Would like samples and prices.

A large Hamburg firm wish to be placed in communication with Canadian producers.

**Beans and Peas.**—A London house wishes to hear from Canadian shippers of beans and peas.

**Evaporated Vegetables.**—A Johannesburg house asks for names of Canadian producers of evaporated vegetables.

**Evaporated Apples.**—A firm in Hamburg having a large outlet for evaporated apples, canned lobsters, etc., desires to be placed in communication with Canadian shippers of these goods and other products suitable for the German market.

**Furniture Wood.**—A Liverpool firm is willing to act as agents in the north of England for a Canadian exporter of furniture wood.

**Handles.**—A firm in Birmingham, England, would like to be placed in communication with Canadian manufacturers of handles, particularly shovel handles with a view to handling them in the Old Country.

**Mica Sheets.**—An Italian firm wishes to represent Canadian manufacturers of mica sheets for all purposes.

**Novelties in Patent Machinery.**—An Italian firm of commission merchants wish to represent Canadian manufacturers in North Italy.

**Pig Iron.**—A Hamburg firm of commission agents wish to handle Canadian pig iron in Germany.

**Residues.**—A firm of metal brokers in South Wales ask for names of Canadian firms having metal residues at their disposal

**Scrap, Old Metals, etc.**—Three different firms wish to hear from Canadian shippers of scrap, old metals, etc.

**Talc and Mica Schist.**—A firm of manufacturing chemists asks to be placed in communication with Canadian shippers of talc and mica schist and also of mica in sheets, not split, as it comes from the mine.

## OF INTEREST TO MANUFACTURERS OF GAS AND OIL ENGINES.

A valuable report to manufacturers of gas and oil engines has just been issued by the United States Government, entitled "Gas and Oil Engines in Foreign Countries." The report is a synopsis of information obtained from consuls in all parts of the world relating to the markets for this class of goods in various countries. The conditions of the markets, style of engine used and other useful information are all given in compact form. The Secretary of the Association will be pleased to loan any member for perusal the copy belonging to this office, or the member may obtain a copy for himself from the Bureau of Foreign Commerce, Department of State, Washington, United States, should he so desire.

## EASTERN REPRESENTATIVES.

A communication has been received from a firm in Port Said, Egypt, who wish to be placed in communication with any large firm of manufacturers who desire to extend their trade in the East, or Australian colonies. They are open to represent such manufacturers as those of machinery for sugar, rice, cotton, flour mill, agricultural machines, tools, windmills, water turbine or wheel mills, evaporated fruit, dried fruit, canned goods. Each firm represented is to pay them £20 per mensem towards travelling, hotel, and general expenses, and a liberal percentage, according to the class of goods. For further particulars apply to this office,

## LONDON AGENTS.

A firm in London, England, write us stating that they are open to represent first-class Canadian manufacturers for the sale of their products in the United Kingdom and South Africa. They state that they have a good connection among buyers of all classes of goods and are in a position to handle any large lines with advantage so long as makers can compete and are reliable as regards delivery. Such articles as flour, peas, oatmeal, etc.; windows, doors, mouldings, etc.; furniture, cardboard, paper and other wood pulp articles are particularly well done from Canada, and they could also handle consignments of fruit and dairy produce.

The secretary will be pleased to furnish further particulars on request to any members wishing to take up the matter.

## NEW ZEALAND AGENT.

The Secretary has received a communication addressed to Th. de Schryver, the Association's representative in New Zealand, from a gentleman who is desirous of obtaining the representation of Canadian manufacturers in that colony. This gentleman has had 15 years' experience as a traveller for local wholesale houses in soft goods, wines, spirits, bottled ales and stouts, oilmen's stores, groceries, fancy goods, etc. For three years he was employed in the counting house of one of the largest warehouses in London. His knowledge of the country is thorough from one end to the other. He is satisfied that Canadian manufactures compare favorably with all others in the New Zealand market.

Any members wishing to communicate with this gentleman may obtain full particulars as to address, etc., on application to the Secretary.

## COMMISSION AGENT IN AUSTRALIA.

The Secretary has received a letter from a commission agent in Sydney, Australia, who wishes to represent Canadian manufacturers of cotton goods, flannels, flannel-ettes, woollens, etc., in that country. He states that he has had 16 years' experience, and furnishes the best of references. His business is principally with wholesale houses of undoubted stability and such large retail firms as have a London office, or such like. As the Federal Parliament now sitting will probably impose a duty of, say, 25 per cent. on made-up articles, and also on such lines as tweeds and flannels, he would rather come to business with firms who do not go in so much for the above lines. Any member wishing to correspond with this firm can obtain the address from the Secretary.



## INQUIRY FOR TALLOW, RUBBER, ETC.

The following letter has been received at this office :

The Canadian Manufacturers' Association,  
Toronto.

Gentlemen,—We received your circular letter of June 11. We are interested in the following articles :

**Tallow.**—We are open to act as agents for the sale of Canadian tallow here in this market. We are open to supply soap and candle manufacturers with this article, also with palm oil, either as merchants or buying agents on commission. We have been connected with this trade for a number of years, and receive our own consignments in palm oil from West Africa. We are also open to supply all the principal chemicals in connection with the soap and candle trade.

**Rubber.**—We are open to act as buying agents, or to supply as merchants, raw rubber as imported from West Africa, Brazil and other parts of the world. We have an expert knowledge of this article in all its various qualities, and our services are open to any firm who wishes to appoint experts in the Liverpool and London markets for purchasing the raw material.

**Agencies.**—We shall be pleased to receive inquiries from firms and manufacturers open to appoint agents, and will attend to all inquiries, and shall be pleased to report as to the prospects of trade. We are much obliged to you for putting our name before Canadian firms, and will be pleased if we can be of any service to you.

We shall be glad if it is possible to form business connections with your country, and no inquiry is too small to attend to.

Yours faithfully,

MACANDREW, MORELAND & CO.,

Baneroft Buildings,  
Old Hall street, Liverpool.

## WAKE UP, CANADA!

POSSIBILITIES IN THE BRITISH CANNED  
GOODS MARKET.

THE secretary has just received a letter from Mr. J. H. Moore, London, Eng. This gentleman is the same who, as some of our members will remember, recently sent an inquiry to this association for 28,000 seats to be manufactured in Canada. He states that he has been able to introduce one of our members, at present visiting in the Old Country, to some of the large buyers in his line in London, with satisfactory results. "If Canadian manufacturers," he says, "would visit the market, Canada would be the richer and they the wiser and richer. Canned goods, such as I have shown samples of, can be largely sold here. No better goods have ever been placed on this market. All I want to make this a success is to have plenty of stock here to deliver promptly. I showed one of the largest firms in London samples of sugar corn;

they cleared the lot, over 300 doz., on arrival. They could have taken double the quantity, if I had had it in stock. I wish you could make it known to the manufacturers of Canada, in some way, the enormous consumption of goods in this market that are imported from foreign countries. Seven hundred and fifty thousand cases of pears, peaches and apricots were imported from California, thousands of cases of tomatoes from Italy, and tens of thousands of cases of tomatoes, peas, corn, etc., from the United States. I have had great pleasure in calling upon the largest houses in London, also hotels and restaurants, showing samples of canned goods, arranging to have 'Canadian sugar corn,' 'Canadian peas,' etc., printed on their menu cards. I have secured sample orders from nearly every place. I hope to place enough goods in this line throughout London to create a demand that will grow into vast proportions. The Yankees are invading this country. I have seen some good letters on 'Wake up, England!' here. This would apply to Canadians.

"Wake up, Canada!"

## Openings for Canadian Trade.

**Machinery for the Russian Oil Industry.**—From the British Consul at Baku, Russia, we learn that the development of the oil industry has led to a very large demand for machinery. In steam engines so far the trade has been almost exclusively held by a few British manufacturers, who have done everything possible to meet the idiosyncrasies of local users. In pumping machinery American pumps have obtained a footing owing to their cheapness and to the fact that the American manufacturer seems to be able to combine lightness with sufficient strength for the duty required, and by reducing the weight of the machines an enormous amount is saved in Customs duty. Electrical machinery is used in power stations intended to supply electricity as motive power on the oil field as a substitute for steam. As yet the success of these electrical power stations is problematical, as there are grave difficulties to be overcome; the machinery used is largely German. Air compressors are also coming into use as a means for raising oil, and are chiefly American made. The Consul further states that there is a growing demand for oil engines of large power, but these must be built to meet local requirements, i.e., the engine must be of simple construction and yet suitable for working with the oil in its crude state.

**Public Works in New Caledonia.**—His Majesty's Consul in New Caledonia reports that the colony is at present negotiating a loan of £400,000 for various public works,

## ARE YOU REPRESENTED IN AUSTRALIA?

The Association is now in receipt of constant inquiries from Australian agency firms asking for Canadian manufacturers who wish to be represented in that market. Many of the inquiries that have come are from firms of the very highest repute and of the best standing throughout the Australian colonies.

Members, therefore, who are not represented in that market and who desire to exploit it in any line of manufactured goods, would probably receive much information by applying at the office of the Association.

Through correspondence with the Secretary during the past year some 30 firms have arranged for representation in various sections of Australia, and many of the connections thus formed have been highly satisfactory.

Any member, therefore, wishing to arrange for representation in Australia is urged to communicate with the office of the Association at once.

as follows: (1) Finishing the wharf; (2) dredging the harbor; (3) dredging bars on certain rivers on both East and West Coasts; (4) the new dry dock; (5) a new railway from Noumea to Dumbea.

**Concession for Electric Tramway in Argentina.**—The Public Works Committee of the Buenos Ayres City Council has reported favorably on the project to construct an electric tramway between the centre and the north-east portion, namely, Villa Devoto. A concession will be given for 60 years, the concessionaires to hand over 6 per cent. of the gross revenue and to be exempt from taxation for ten years. The concession is for sale and tenders will be called for during four months.

**Bicycle and Automobile Exposition in Leipzig.**—The United States Consul at Chemnitz, Germany, strongly advises home manufacturers to exhibit automobiles at the fourth German exhibition of bicycles and automobiles, to be held at the Crystal Palace, at Leipzig, in October of this year. He states that it would probably be a wise policy to send only the best machines and to keep prices down. The latter should not exceed £140 at the most.

**United States Goods in Germany.**—The United States Consul in Berlin calls attention to the increasing demand in Germany for articles manufactured in the



United States. A great many inquiries have been received covering a large range of merchandise, including small machinery of many kinds, typewriters, time and cash registers, furniture and office supplies, shoes, leather, lumber, and even dress goods and other textiles of wool and cotton. The imports last year included 4,757 tons of machine tools from the United States, as against 588 tons from Great Britain and 388 tons from France. Besides this, there was imported from the United States during the same year 20,249 tons of agricultural machinery and implements, 343 tons of electrical machines, 200 tons of steam engines, 574 tons of blowing machinery and 331 tons of pumps.

**Furniture in Southern Germany.**—The United States Consul at Coburg expresses the opinion that if some home manufacturer would pay proper attention to the market in Southern Germany he is confident a good business could be done. The maker should study the styles and shapes suited to the local market, ship his goods knocked down, and have a place where a few workmen could assemble the parts, polish, and generally put them into first-class shape. What is most wanted there are comfortable chairs, cheap desks, wardrobes with chests of drawers, wooden bedsteads, and articles of a similar nature.

**Demand for Wire Screening in Egypt.** Consul-General Guenther, of Frankfort, says that Egypt consumes a large amount of hexagonal mesh, galvanized steel wire screening, furnished by England, France and Germany. The sizes in demand, with prices, including packing in paper and linen, f.o.b. Alexandria, are given. The consul adds that samples should accompany price lists and catalogues.

**Trade Opportunities in Mexico.**—A large and active demand is opening up in Mexico for the following articles: (1) Corrugated iron; (2) agricultural machines and implements; (3) pumps and other appliances for removing water from mines; (4) building tools, cutlery and all sorts of iron and steel wares of good quality, also surgical instruments; (5) paints and lacquer; (6) glass porcelain and faience wares; fancy articles of leather.

**Cement for South Africa.**—According to official reports, South Africa is a good market for cement. All public buildings, stores and dwellings are coated with cement. Cement is also used in the construction of aqueducts, wharves, chimneys, walls, etc. Canada and the United States should be able to compete with England, Belgium and Germany, as transportation charges are not higher than from Europe. Cement cannot be made in South Africa for lack of raw material.

**Flour in the West Indies.**—Canada's flour sales to Trinidad have increased from 650 bbls. in 1899 to 2,550 in 1900, and in the vicinity of 3,000 bbls. for the first quarter of 1901. The Maritime Merchant, looking around for new fields to conquer, thinks a good market would be found in the British islands scattered through the Caribbean Sea in proximity to Trinidad, and also in British Guiana. About 750,000 bbls. of flour are consumed yearly in those British possessions, and 50 per cent. of that flour is similar to the kind we are selling in Trinidad. Once the trade is established, our millers will see that they retain it by maintaining the quality of the article and being persistent in their efforts.

**Spain as a Market.**—It is pointed out by the United States Consul-General at Barcelona that a really wide opportunity is offered exporters in that country. Such articles as electrical apparatus, typewriters and general machinery have already obtained a foothold. Mr. Ramon de Brugada, of Barcelona, writing to The Manufacturers' Record, says that the most suitable articles for this trade are leather for boot manufacturers, coal, wool, cotton, jute, hemp and linen.

**Openings in Argentina.**—It would seem that there is plenty of room for enterprise in Argentina. The trade in chilled meat has grown very largely of late and it is probable that very shortly there may be a demand for machinery and apparatus connected with that industry. Iron windmills, used in thousands in Argentina to pump water for domestic as well as commercial use, are very largely imported from the United States. It is probable that ere long elevators will be erected in connection with the grain trade, and that there will be a demand for suitable machinery and apparatus.—Mercantile Guardian.

**Demand for Certain Articles in Jamaica.**—A correspondent of The Iron Age points out that the following articles are stated to be bought largely in Jamaica from America: Woodenware and furniture, carpenters' tools (including saws, hammers and chisels), barb wire, cooking stoves, padlocks, rimlocks, spades and shovels, beam ploughs and light cultivators. The writer concludes by saying that Jamaica's prospects are very bright.

**Agricultural Implements in Brazil.**—The Revue Commerciale et Coloniale, Bordeaux, says: "Barb wire fencing is much used in Southern Brazil. Ploughs and machines for sowing corn are assured of a ready sale. Shovels, axes and spades are almost exclusively furnished by the United States. To successfully introduce articles of iron and steel into Southern Brazil, they must be of good quality and delivered at a lower price than the American articles.

**The Trade Revival in South Africa.**—The United States Consul-General, Col. Stowe, referring to prospects for trade in South Africa after the war, observes:

This is not recognized by all, and I may be considered too optimistic, but pessimists do not recognize that losses by war must be replaced; and these losses cover nearly everything that enters into life—the implements with which to till the soil; the habilitments of mankind; the household necessities and even luxuries; the stocks of goods of the merchant now depleted or destroyed; vehicles for at least farm and freight use; machinery of all kinds for the farm and the mine; apparatus for lighting cities and houses; equipment of railways and cold storage plants; telephones, telegraphs, bridges; structural iron of all kinds, including pipes and tubes; builders' hardware, etc.

Col. Stowe points out that \$5,000,000 of mining machinery has recently been imported from the United States. He further states that there is a large demand for sole, harness and boot and shoe leather, and mentions one firm with whom he is in touch who buys \$15,000 worth a month.

**An Important Market in Sweden.**—United States Consul-General Winslow at Stockholm is enthusiastic regarding trade prospects in Sweden for home manufactures: "When it is remembered," he says, "that Sweden is practically the door to Russia; that the forests of Scandinavia are just being tapped; that the iron deposits are among the largest in the world; that railways extend into the Arctic circle; that the waterfalls, as numerous as the cities, are being harnessed, it can be imagined that the market will expand. Sweden has been an agricultural country, and even at the present day 60 per cent. of the population are tillers of the soil; but year by year, as new factories, mills and plants are erected, the people are beginning to see that manufacture is profitable. Anything that can be utilized in a land anxious to be up-to-date can be sold in Sweden."

**Trade Opportunities in Latin America.**—There is said to be a good market for pianos, organs, and other musical instruments in the State of Yucatan, Mexico.

Ramiro Fernandez, representing the Urban Railway Company of Guatemala, Central America, is reported to have secured a concession for a tramway from Guatemala City to Guardo Viego. The material, etc., for the construction of same will be imported free of duty.

The Government of Uruguay is said to be obtaining information with a view to the installing of a large pumping plant at Montevideo.

The Mexican Mining and Developing Company, of the City of Mexico, has secured the contract for the construction of a large market building at Toluca. The value of the contract is said to be \$350,000, Mexican money. Considerable building material will be needed.



# Industrial Canada.

Issued about the middle of every month by  
The Canadian Manufacturers' Association.

INDUSTRIAL CANADA is sent free to all members of the Association. The fee for membership is \$10 per annum, payable in advance.

Subscription to non-members, \$1.00 per annum, payable in advance.

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Address all communications respecting subscription, advertising rates, etc., to

SECRETARY,  
Canadian Manufacturers' Association,  
Board of Trade Building,  
Toronto.

## TORONTO, JULY 23, 1901.

### Railway Grievances.

The appointment of Mr. S. J. McLean by the Dominion Government to investigate the various railway grievances from different parts of the Dominion has brought out a very considerable amount of discussion and criticism. Some shippers have complained that an investigation of this kind can produce no good; that all the information that can be obtained in this way is already in the possession of the Government and that therefore little good can result from a visit such as was proposed by the commissioner.

Among the members of the Manufacturers' Association, however, a different view has prevailed. They regard the appointment of a special commissioner as an evidence of the increasing interest of the Government in this question.

Intimation has already been given that special legislation on this subject will be brought down as a Government measure at next session, and it is therefore peculiarly fitting that accurate and official information from the standpoint both of the shipper and the transportation companies, be obtained as a basis for such legislation.

Prof. McLean, as a student of railway legislation and the railway question for a number of years, is peculiarly fitted for work of this kind, and his report after meeting with both shippers and railway men should enable him to be of considerable assistance to the Minister in framing any general measure dealing with the railway question.

The Executive Committee felt that the question was one warranting their most careful attention and consequently instructed their Railway and Transportation Committee to submit as full information as possible to the Railway Commissioner.

The manufacturers will await with interest the developments in this connection during the next session of Parliament.

### Annual Meeting.

Now that arrangements have been finally made for the holding of the annual meeting in Montreal, the members of the Association will be expected to keep the date in mind so that as many firms as possible will be represented on this occasion.

No member can fail to be struck by the work that can be done by a strong organization such as the Canadian Manufacturers' Association has become, but each member must also feel that it is necessary for him to assume some share of this work. There are many members at present acting as chairmen and members of committees and devoting a very considerable amount of their time to matters affecting the Association. It is hoped, therefore, that the general membership will endorse the action of their committees to the extent of coming out at least once a year and assisting with their advice upon the broad questions which are brought up at the annual meeting.

The holding of the meeting in the city of Montreal, which is perhaps the largest manufacturing centre in the Dominion, is of itself significant, and should lead to the development of much greater interest on the part of the Montreal manufacturers in the Association, of which they now form so important a branch.

The officers and members of the committees of Association, therefore, request that the members will keep in mind the two days set apart for the manufacturers' convention in Montreal.

### Export Trade.

There were recently published, in the daily press, extracts from the report of Mr. J. S. Larke, Canadian Commissioner to Australia, in which he states instances of Canadian manufacturers shipping to Australia goods of too inferior a character to find a market in Canada. He further refers to the effect that this is having on the Australian consuming classes, in as much as orders frequently come from houses in the interior with specification that the order be not filled by Canadian-manufactured goods.

The effect of any such policy as that referred to in the Commissioner's report will be most disastrous to the development not only of the export trade of the manufacturer who made the shipment, but to the whole class of manufacturers in Canada. It can only be repeated once more through these columns that if a successful export trade is to be done it can only be on the same line of policy as would succeed in building up a successful home trade, and the sending of inferior goods to a distant market can, therefore, only defeat the end in view.

### The Labor Question.

The attention of the manufacturers of Canada has been drawn more particularly to the labor question during the past few months than at any time for many years past.

Not only in Canada, but in the United States, there seems to be at the present time a growing tendency to industrial conflict between the labor unions and the employing classes. Many of these conflicts have been most serious in their results, and the question is receiving more than usual attention from the manufacturers. Many of them feel that the question is one that will have to be discussed by the manufacturers of the country collectively. One manufacturer that we have in mind in Toronto refers to the fact that for 16 years he has been an employer of labor, and during that time has employed union men, paid union wages and worked regulation union hours and during all that period there has never been any trouble between the firm and its employees. Recently, however, a gathering of labor delegates from the United States was held in Toronto, and the result has been the agitation of labor unions here by the outside representatives who were present. This manufacturer consequently found his men in a few days presenting further demands. They did not ask for any difference in wages or in hours of labor, but came forward to ask the employer to sign documents restricting himself permanently with reference to the management of his own factory, and so strong was the influence of the visiting unions that, although the men had at that time every consideration that they had asked for, they went on strike.

Such demands as these being presented from time to time to manufacturers in one locality and another are creating a powerful sentiment in favor of closer union among the manufacturers in every branch of industry, in order that they might protect themselves against unfair and unjust demands of this nature.

What form such an organization would take has never been discussed, but if the action of some of the labor leaders in Canada continues, as in the case mentioned above, some action will, no doubt, be taken by the manufacturers.



### Catalogues for the Expositions.

There has just been shipped from the office of the Association to the Glasgow Exposition, and also to the Pan-American, a complete set of catalogues of members of the Association.

These have been handsomely bound in uniform style of binding and classified in an index for ready reference in the Canadian exhibit at either Exposition. They comprise, in all, some 48 volumes, representative of the manufacturing industries of Canada.

These will be found useful in disposing of many of the inquiries that are from time to time directed to the Canadian representatives at these Expositions, and we trust that many of our members will receive inquiries as the result of the placing of their catalogues in these conspicuous centres.

**Illustrations.** In this issue we have pleasure in reproducing a photograph of the exhibit of The Metallic Roofing Co. of Canada, Limited, as shown at the Glasgow International Exposition. The exhibit is an exceedingly interesting one, and is an example of the Canadian exhibits which are doing so much to advance trade in the Old Country.

We have learned from members who have attended the Exposition that one of the first questions raised by visitors on entering the grounds is the location of the Canadian building.

If any others of our members have illustrations showing interesting portions of their exhibits, we should be pleased to give prominence to them in INDUSTRIAL CANADA.

### Index.

In last issue of INDUSTRIAL CANADA it was announced that the Canadian Trade Index would be sent out before another issue of the publication. Owing to the delay incident, however, upon the translating of the Spanish and French portion of the work, the index has not yet been issued. The work of printing has now, however, been practically completed, and the members will receive copies within a few days after the receipt of this issue.

Two thousand copies each are being sent to the Glasgow and Pan-American Expositions for distribution among the foreign visitors to the Canadian building.

A valuable list comprising some 3,000 names of foreign importers and commission houses has been provided by the Canadian Government agents abroad, and copies will be sent to all these parties immediately.

Any members wishing to facilitate the distribution of the book abroad can assist by furnishing names of reputable parties outside of Canada who could use the publication to advantage.

Copies may be obtained in Canada at \$2 per copy.

### TORONTO INDUSTRIAL EXHIBITION.

MR. F. W. UNITT, the superintendent of the main manufacturers' building and annex, has just returned from a tour throughout Ontario and Quebec. His visit was largely for the purpose of meeting with manufacturers and ascertaining their ideas as to requirements in the way of improvements to the buildings, and the facilities afforded exhibitors. Mr. Unitt stated that wherever he went he had been most cordially received by the manufacturers, and that the applications for space received had been highly satisfactory.

He expressed the belief that there would be a finer exhibit of manufactured goods in Toronto this year than for many years past. He further states that the fact that the Pan-American Exhibition is being held across the lake has in every case been an assistance to him, as manufacturers are of the opinion that the proximity of the Buffalo Exhibition will have a beneficial effect upon the attendance at Toronto, both of Canadians and of foreigners. The prospects, therefore, for a good exhibition and for a large attendance at the Industrial Exhibition this year seem to be very favorable.

On discussing the arrangements, Mr. Hill, manager, stated that if any exhibitors wished to secure space they should apply at once, as the space available now is limited.

### NEW EXCHANGES.

**THE ELECTRICAL WORLD AND ENGINEER.**—Edited by T. C. Martin and W. D. Weaver, at 120 Liberty street, New York. This is a high-class weekly journal and of great authority in the electrical field. Some special features of the last issue we might mention are: A description of the Missouri River Power Company's 50,000-volt transmission plant, an article on Western Practice and Long-Distance Transmission, and notes on the Construction and Protection of Aerial Transmission and Distribution Systems by K. B. Thornton. We can recommend this paper to our readers as one of the very best of its kind in the land.

**THE ELECTRICAL REVIEW.**—Published at 13-21 Park Row, New York. Like The Electrical World and Engineer, this paper occupies a high position in electrical circles. It is also a weekly publication of considerable size and contains a full list of electrical news and notes. Some special features that have been appearing in recent issues are: A prize-winning paper entitled "The Central Station Superintendent"; a series of articles on the Theory of Alternating Dynamo Electric Mechanisms; an article on The Induced Alternating Current Discharge, studied with reference to its spectrum and especially the ultra-violet spectrum, etc.

**THE AMERICAN LUMBERMAN.**—Published in Chicago. This weekly journal is so well known to our readers who are engaged in the lumber business that no comment is required here. Suffice it to say it is the leading lumberman's journal in America, and we gladly welcome it to our table.

**THE STYREN AND SHIPPING WORLD.**—Published in London, England. This journal is

also issued weekly and is devoted to the shipping interests. It is unique of its kind, being written in a humorous style throughout and forms very pleasant as well as profitable reading. It is a most welcome addition to our exchange list.

### NEW CATALOGUES RECEIVED.

**Beal Bros., Toronto.**—The illustrated leather and findings shoe catalogue, No. 5, of Messrs. Beal Bros., contains a full description with prices of their various lines of leather for shoe manufacturing purposes, uppers, leggings, moccasins, shoe findings, etc. A useful feature is a general index at the back of the book.

**Dominion Wire Rope Company, Limited, Montreal.**—We have received the new 1901 catalogue of the above company who are manufacturers of durable wire rope for hoisting transmission or power, elevators, suspension bridges, canal towage, logging and alligator purposes, ships riggings and guys, iron and steel wire ropes for all purposes, etc. The catalogue is illustrated and contains full information with prices of the goods manufactured.

**Metallic Roofing Co. of Canada Limited, The, Toronto.**—The large catalogue "S" of this company is a complete production in every way. Architectural sheet metal building material of every description, as manufactured by the company, is shown by means of profuse illustrations accompanied by prices, sizes, and full information. Among a great many other varieties of this class of goods made by the Metallic Roofing Co. are corrugated iron arches, beaded sheets, building paper, embossed steel ceilings, corrugated iron fencing, fireproof lathing and windows, etc.

**The Newcombe Piano Co., Limited.**—The new catalogue of this company is got up in a very artistic manner, illustrated profusely to show the different pianos made and also numerous medals and diplomas won at the New Orleans, London, Chicago and Paris Expositions.

**Smart-Eby Machine Co., Hamilton, Ont.**—This company has issued an attractive sheet containing a number of cuts of various kinds of machinery made by them.

**Standard Silver Co., Limited, Toronto, Ont.**—Two catalogues. These are both handsome productions and reflect a great deal of credit on this enterprising firm. Catalogue "K" is an illustrated price list of the various articles of silver-plated ware manufactured, while the general supplementary catalogue sets forth in an attractive manner many articles of flatware, silver plated ware and novelties.

**The Thomas Organ and Piano Co., Woodstock.**—This company have kindly sent us a very neat little catalogue issued specially for use at the Glasgow Exposition, where they have a large exhibit of 13 instruments. The cover of their catalogue is a typically patriotic one, the background being of a khaki color on which is shown a conventional design with pictures of one member each of the Strathcona Horse and the Royal Grenadiers.



## CURRENT AFFAIRS.

### WIRELESS TELEGRAPHY.

AT last wireless telegraphy is an actual accomplished fact: a real factor in the commercial world. Applied science has scored another victory and the world has made another step of progress. For the last few years we have had wireless telegraphy in a fairly workable form, but it can hardly be said to have passed beyond the experimental stage. Now, however, its practical worth has been demonstrated by several cases. The Cunard Company, a line with a record of never having lost a passenger's life since its establishment 60 years ago, has again taken the lead in matters maritime and installed a system of wireless telegraphy in its steamship *Lucania*. This vessel is enabled to communicate with land for all but two days and a half of her voyage; and it is expected that communication will soon be able to be established throughout the whole Atlantic voyage. Telegraphic communication has also been established between the Hawaiian Islands. The two most important towns, Honolulu and Hilo, are between two and three hundred miles apart, and a formidable ocean barrier has kept them isolated from each other. Now, however, they have been brought close together by this new development in telegraphy.

The potentialities of the new art can at present only be imagined. That navigation will receive a great boon and safety to life and property afloat will be assured, there is no room to doubt. In so far as a satisfactory system of signalling between ships at sea is desired, and for purposes of signalling through fogs from lighthouses or other fixed points on the coasts to vessels in the offing, the new art is practically and thoroughly worked out. It is sincerely to be hoped, therefore, as *The Electrical Review* points out, that the immense advantages that will accrue to the world's commerce and to the safety of life at sea and which are really assured by the successful working of the system, will not be interfered with by any short-sighted policy on the part of the business management of its exploitation.

\* \* \*

### AN ABUNDANT HARVEST.

MR. GEO. A. BRADBURY, who is at present in Ontario on business for the Manitoba Government, says that Manitoba's grain crop this year will be the largest ever realized in the history of the Province.

Conservative estimates of the wheat yield place it at from 40,000,000 to 50,000,000 bushels, while in addition to this there are

700,000 acres of oats and 500,000 acres of barley, all in good condition. It looks as if a golden harvest is in store for the Western farmer, for the price indications are also favorable, owing to scarcity in other countries.

If these prospects are realized, we may expect a great boon to the trade of the Province. A surplus of probably 40,000,000 bushels of wheat for export will mean a great inflow of money and a corresponding expenditure on the necessities and luxuries of life. The importance of this to Canadian manufacturers is apparent and many of them are already bestirring themselves to secure their share of business as are also the manufacturers of the United States. Agricultural implements in particular will find a good market as many trainloads of new machines will be required to gather in the crop. Manufacturers of household articles and personal necessities are also preparing for a busy season in the Northwest. Stoves, tinware, granite ware, boots and shoes, clothing, etc., are lines in which there should be heavy shipments. In the way of luxuries, such as fine furniture, musical instruments, etc., the Northwest will doubtless purchase in large quantities. The abundant harvest in the Northwest is bound to produce a most beneficial effect on the trade of the whole Dominion.

\* \* \*

### TRADE RELATIONS WITH THE UNITED STATES.

Uncle Sam is at present having a difficult time with his tariff problem. The recent action of Russia in imposing retaliatory duties on United States goods, brought the matter rather rudely, though unmistakably, to his attention. At first "bluff" tactics were tried but Uncle Sam came out decidedly worsted at that game. Now he is losing some \$18,000,000 trade a year for a paltry \$200,000, and his steel manufacturers do not like it. The worst of it is that he does not like to back down from his protective policy as that would probably be a signal for other countries to adopt similar measures to Russia. However, there is a strong sentiment in the United States, entertained particularly by export manufacturers, in favor of absolute reciprocity with other countries. The National Association of Manufacturers has declared in favor of it. At the same time there is strong opposition from many large interests to this policy. President McKinley, it is said, favors the policy of reciprocity treaties with particular countries while maintaining the original tariff for others, and this is the policy that will likely be adopted.

In Canada the feeling in favor of protection seems to be growing as well as in other countries in order to meet the invasion of United States cheap goods which are protected at home. Concerning Canada *The Boston Transcript* notices this tendency and points out that the Dingley tariff has already injured the United States in its trade relations with this country. Speaking editorially of the growing protection sentiment in Canada, *The Transcript* says:

"The lumber industry is the only American industry yet affected by tariff changes. There have been some tariff concessions to British imports, but there has as yet been no increase of duty on the imports from the United States. That may come as the protectionist sentiment in Canada grows stronger, but it has not yet come about. The tariff charges on almost all imports from the United States have remained entirely unchanged. The Dingley tariff, which at first seemed a great calamity to Canada, is now regarded as a stimulus which will force the people to start and to maintain great home industries to protect the interests of the national currency system and to preserve their financial prosperity.

"The argument of the new protectionist school of Canada is simple and direct. If Canada can sell so little to the United States and must buy so much from that quarter (for Canada is the largest importer of American products, per capita, in the outside world), it will be merely a matter of time until Canada is drained of all her available gold, and a financial crisis must follow. In order to avert such a catastrophe in the future, Canada must act soon, and perhaps the sooner the better for Canada.

"One may pick flaws in this argument, but the fact remains that it appeals not only to the voters in the old Conservative party, but also to many of the Canadian Liberals. Its strength is candidly admitted by some of the foremost Liberal leaders in Canada. The latter say frankly that if no reciprocal trade treaty can be negotiated with the United States, the Liberal party must make some concessions to this growing public sentiment or give way to a change of government. The very fact that Canada has been so good a market for the United States in late years is, they think, a sufficient reason for some timely effort on the part of Americans to give some help to the Laurier Government's attempt to negotiate a permanent settlement of the trade and boundary disputes; for the disputes must be settled by some lasting agreement if they are to be settled at all."



# CANADIAN ENTERPRISE.

## Notes, Industrial, Financial and Commercial.

The production of lead in British Columbia increased 206 per cent. over that of 1899.

Canada's export of bacon to the United Kingdom increased from 4,000,000 lb. in 1889 to 135,000,000 lb. last year.

Mr. F. H. Clergue has announced that within two months the nickel steel works at Sault Ste. Marie will be in operation and producing 100 tons per day. \$10,000,000 are being expended in the erection of the works, which will be the most important of their kind in the world.

Commencing with July 1 the dispensing of the money earned under the Iron and Steel Bounties Act falls to the Department of Trade and Commerce instead of the Customs Department as formerly. In view of the great increase of late in the amount of these bounties it will be seen that no small addition has been made to the work of the Department.

**Explorations in Northern Ontario.**—Numerous exploring parties are at present engaged in scouring the unknown districts of Northern Ontario in search of mineral wealth. The Canadian Northern Railroad, now under construction from Port Arthur to Winnipeg, has 100 men out in this way, and many thousand acres are being taken up. The Clergue Syndicate has about 150 men out prospecting, not merely for iron ore, but for any mineral deposits which may be made commercially valuable. Professor Pummelly, of Newport, with a band of men, has been in the district west of Port Arthur and has recently taken up 10,000 acres, all on surface appearances. In addition to these larger parties many smaller ones are engaged in the same work. The movement is a significant one and will in all probability lead to important discoveries.

**The New Assay Office.**—Ottawa will now have a branch of the Royal Mint and Vancouver an assay office. Professor Haanel, under whose direction the assay office is being established, has been in New York recently purchasing the necessary machinery. British Columbians are particularly elated over this step, as they claim it will enable them to intercept a large portion of the Yukon trade, which formerly went to the United States. No doubt Eastern Canada also, which can furnish supplies not obtainable in British Columbia, will be greatly benefited.

**The Nova Scotia Steel and Coal Company.**—An amalgamation has been formed

recently between the Nova Scotia Steel Company and the General Mining Association, operating the Sydney coal mines. The properties taken over are: (1) The coal areas at Sydney and Point Aconi; (2) 7,824 acres of freehold land in Cape Breton; (3) a freehold iron mine at Bell Island and the company's iron claims in Nova Scotia; (4) coal land leases near Trenton, N.S.; (5) about 16 miles of railway; (6) 160 acres of land at Ferrona, N.S.; (7) a blast furnace, coal-washing and coking plant, built in 1892 at Ferrona, the furnace having a capacity of 100 tons of pig iron per day; (8) about 50 acres of land at Trenton, on which are four steel melting furnaces, rolling mills, forges and other plant capable of turning out 100 tons of finished steel a day; (9) limestone and dolomite properties in Cape Breton County; (10) cash, book debts, stock in trade, which amounted to \$635,789.48. The new company is known as the Nova Scotia Steel and Coal Company, and is organized with a capital of \$5,000,000 of common stock and \$2,000,000 in 8 per cent. cumulative stock. Seven million dollars is being spent in the development of the coal mines and in new improvements.

**Welland Steel Works.**—The Iron Age states that E. A. C. Pew has gone to England upon business connected with his project for establishing great steel works at Welland, Ont. Before leaving he stated in Hamilton that all the contracts for the erection of the works are now let, and that the works will be completed and in operation about July, 1902. Employment will be given, he says, to 3,000 men. The works are to occupy 192 acres, and the use of natural gas will make the cost of operation unusually low. Hematite ore is to be brought from the Lake Superior district, and magnetic ore from the Baldwin mine, near Ottawa. The capacity of the works, he says, will be 30,000 tons per annum.

**Unexplored Canada.**—The director of the geological survey of Canada, in his last report, makes the amazing statement that practically nothing is known of one-third of the Dominion. He says:

There are more than 1,250,000 square miles of unexplored lands in Canada. The entire area of the Dominion is computed at 3,450,257 square miles, consequently one-third of this country has yet been untravelling by the explorer. Exclusive of the inhospitable detached Arctic portions, 954,000 square miles is, for all practical purposes, entirely unknown.

The mineral wealth of this unknown region is undoubtedly immense, and perhaps almost inexhaustible, while the dense forests

of hardwood, now of so little value, will, when brought to the markets of the world, become a source of large profit.

**Improvements to the Intercolonial.**—The Cape Breton division of the Intercolonial Railway is undergoing extensive improvements. It is stated on official authority that by autumn the new ferry across the Strait of Canso, from Mulgrave to Point Tupper, will be in operation. Ferry boats now being built in England, triple tracked and with accommodation for 21 freight cars, will ply over this course. A great deal of new steel rail has been laid in Cape Breton; in fact, new iron has been, or soon will be, laid all the way to Sydney except on a section between Point Tupper to McIntyre Lake. These improvements, it is expected, will leave little room for complaint in the freight and passenger service of the division.

**The Industrial City.**—The 1st of July was a red letter day in the history of Woodstock, for on that day she became a city. The occasion was one of great rejoicing on the part of the citizens, who have reason to feel proud of their record of industry and enterprise. Woodstock has for years been known as an important industrial centre; its new name of "The Industrial City" is, therefore, a very appropriate one.

**United States Ore to be Smelted in Canada.**—Eight million dollars worth of gold and silver ore are waiting on the dumps in eastern Washington to be carried 40 miles to Canadian smelters. This is the reason for the construction of the Republic and Grand Forks, B. C., railroad. Contracts have been entered into for a complete outfit of rolling stock, including pressed steel cars, locomotives and passenger coaches. The first trains will be run early in November.

**The Cramp Steel Company, Limited.**—The Cramp Steel Company now organized with \$100,000,000 of capital is the only steel company in Canada, besides the Dominion Iron and Steel Company, which owns its own iron ranges and coal beds. About 800 acres of excellent iron land have been secured in Parry Sound, quite close to Collingwood, where a strictly first-class mineral can be had. The company has also bought 10,000 acres of the finest coal land in the United States so that it will manufacture its own coke. The directors of the new company are among the foremost financial men in America.



# OCEAN SAILINGS.

THE following is a list of dates of sailings for the next month of ocean steamships from Atlantic and Pacific ports so far as announced to date:

## MONTREAL SAILINGS.

### To LIVERPOOL—

Lake Superior.....	July 26th.
Tunisian .....	" 27th.
Lake Ontario.....	Aug. 2nd.
Numidian .....	" 3rd.
Lake Champlain.....	" 23rd.
Lake Superior.....	" 30th.
Lake Ontario.....	Sept. 6th.
Lake Champlain.....	" 13th.

### To LONDON—

Brazilian.....	July 25th.
Cervona.....	" 26th.
Fremona.....	Aug. 2nd.
Rosarian.....	" 8th.
Hurona.....	" 14th.
Devona.....	" 21st.
Cervona.....	" 30th.

### To GLASGOW—

Kastalia.....	July 25th.
Sarmatian .....	" 31st.
Tritonia.....	" 31st.
Lakonia.....	Aug. 7th.

### To BRISTOL—

Montcalm.....	July 26th
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### To LEITH—

Aggi.....	Aug. 6th.
Jacona.....	" 6th.
Bellona .....	" 13th.

### To ABERDEEN,—

Glitra.....	Aug. 3rd.
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### To BELFAST:

Rathlin Head.....	Aug. 11th.
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### To DUBLIN:

Ramore Head.....	July 28th.
Bray Head.....	Aug. 15th.

### To ANTWERP:

Almerian .....	July 27th.
Belgian.....	Aug. 6th.
Albanian.....	" 21st.

### To HAVRE:

La Gascogne.....	July 25th.
La Champagne.....	Aug. 1st.
La Normande.....	" 8th.

## HALIFAX SAILINGS.

TO BERMUDA, ST. KITTS, ANTIGUA, MONT-SERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TOBAGO AND TRINIDAD.

Orinoco.....	Aug. 12th.
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TO BERMUDA, TURK'S ISLAND AND JAMAICA—

Beta.....	Aug. 15th.
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TO BERMUDA, ST. LUCIA, BARBADOS, TRINIDAD AND DEMERARA—

Oruro .....	Aug. 26th.
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## PACIFIC SAILINGS.

VANCOUVER TO SYDNEY, AUSTRALIA—

Warrimoo .....	Aug. 23rd.
Miowera.....	Sept. 20th.

VANCOUVER TO JAPAN AND CHINA—

Empress of Japan.....	Aug. 19th.
Empress of China.....	Sept. 9th.

## PORTLAND SAILINGS.

### To LIVERPOOL—

Vancouver.....	Aug. 3rd.
Dominion.....	" 10th.
Cambronian.....	" 17th.

## NEW YORK SAILINGS.

### To LIVERPOOL—

Bovic.....	July 30th.
Teutonic.....	" 31st.
Canadian.....	Aug. 3rd.
Etruria.....	" 3rd.
Tauric.....	" 6th.
Germanic.....	" 7th.
Bohemian.....	" 10th.
Campania .....	" 10th.
Nomadic.....	" 10th.
Celtic.....	" 13th.
Majestic.....	" 14th.

### To SOUTHAMPTON—

St. Paul.....	Aug. 7th.
St. Louis.....	" 14th.

### To MANCHESTER—

Steamer.....	July 27th.
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### To BRISTOL—

Boston City.....	July 29th.
Brooklyn City.....	Aug. 5th.

### To HULL:

Consuelo.....	July 27th.
Colorado.....	Aug. 4th.

### To NEWCASTLE—

Galileo.....	July 30th.
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### To GLASGOW:

Ethiopia.....	July 27th.
Mongolian.....	" 31st.
State of Nebraska .....	Aug. 7th.
Astoria.....	" 10th.

### To HAMBURG:

Graff Waldersee.....	July 27th.
Steamer.....	" 30th.
Fuerst Bismarck.....	Aug. 1st.
Bulgaria.....	" 3rd.
Deutschland.....	" 8th.
Pennsylvania .....	" 10th.
Belgravia.....	" 13th.
Auguste Victoria.....	" 15th.

### To ROTTERDAM:

Rotterdam.....	Aug. 3rd.
Statendam .....	" 10th.

### To BREMEN:

Barbarossa.....	Aug. 8th.
Kaieserin Maria Theresia .....	" 13th.
Koenigin Luise .....	" 15th.
Kaiser Wil. der Grosse .....	" 30th.

### To BALTIC PORTS—

Arkansas.....	July 27th.
Nassovia.....	" 27th.
Nubia.....	Aug. 10th.

### To ANTWERP—

St. Cuthbert.....	July 27th.
Southwark.....	" 31st.
British Trader.....	Aug. 4th.
Vanderland.....	" 7th.

### To HAVRE—

La Champagne.....	Aug. 1st.
La Normandie.....	" 8th.

## To MARSEILLES AND NAPLES—

Neustria.....	Aug. 10th.
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## To NAPLES, GENOA AND LEGHORN—

Scotia.....	Aug. 1st.
Tartar Prince.....	" 10th.

## To SOUTH AFRICA—CAPE TOWN, PORT ELIZABETH, ETC.—

Steamer.....	July 30th.
Hohenfels.....	Aug. 5th.

## To AUSTRALIA AND NEW ZEALAND—

Afghanistan.....	Aug. 10th.
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## BOSTON SAILINGS.

### To LIVERPOOL—

Sagamore.....	July 30th.
Commonwealth.....	" 31st.
Ultonia.....	Aug. 3rd.
Lancastrian .....	" 7th.
Sachem.....	" 10th.
Ivernia.....	" 10th.
Devonian.....	" 14th.

### To LONDON—

Virginian.....	July 26th.
Anglian.....	Aug. 2nd.

### To BRISTOL—

Etolia.....	July 31st.
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### To GLASGOW—

Peruvian.....	July 30th.
Assyrian .....	Aug. 13th.

### To ROTTERDAM—

Saxon King.....	July 29th.
Teutonia.....	Aug. 7th.

## AUSTRALIAN AND JAPAN MAILS.

The following are the dates of mails leaving for Australia:

### VIA VANCOUVER:

July 26th.
August 23rd.
September 20th.

Mails close at Toronto and Montreal five full days in advance of above dates.

### VIA SAN FRANCISCO:

August 1st.
August 29th.

Mails close at Toronto and Montreal six full days in advance of above dates, and letters must be marked "Via San Francisco."

The following are the dates of mails leaving for Japan and China:

### VIA VANCOUVER:

July 29th.
August 19th.
September 9th.

Mails close at Toronto and Montreal five full days in advance of above dates.

### VIA SAN FRANCISCO:

August 2nd.
" 10th.
" 17th.
" 27th.

Mails close at Toronto and Montreal six full days in advance of above dates, and letters must be marked "Via San Francisco."



## INDUSTRIAL ARBITRATION IN NEW ZEALAND.

Australasian Hardware and Machinery.

THE Conciliation and Arbitration Act of New Zealand has many critics as well as many admirers. Its conciliation clauses have admittedly proved inoperative. The conciliation boards which it establishes seldom conciliate, one or other of the parties challenging its decision and carrying the dispute to the final bar, the Court of Arbitration. So often has this occurred, that parties now come before it reluctantly, knowing that in all probability the trouble and expense of presenting evidence will have to be repeated. In another State, where legislation on the New Zealand model was lately proposed, the conciliation machinery was wisely omitted.

Effective or ineffective, the machinery has been very busy of late. Mention is made in this number of several cases which, in one phase or another, have been before the tribunals. The enforcement of awards already made is being applied for, and new awards sought in different districts. Chief among these latter, from our point of view, is the iron and brass-molding trouble in Christchurch. There the employers have been brought before the court to answer certain demands of the men. These demands, they maintain, cannot be conceded, and, what is more, they roundly assert that the legislation is being used by the leaders of unionism in a way never contemplated by the Legislature. The Act was passed for the settlement of trade disputes, and they say and bring evidence of it that no dispute really exists. One employer after another said there was no quarrel between him and his men; and the men themselves, the witnesses of the other party, said the same thing. They might be satisfied with their hours and wages, but the union said that they ought not to be, and so they appeared against their employers.

Of more importance still is the wide sweep given to the provisions of the Act under decision of Mr. Justice Cooper, the chairman of the court. Some time ago, Mr. Justice Edwards ruled that grocers' assistants and tramway employees did not come under the Act, which only applied to those engaged in producing or manufacturing industries, but since that decision the Act has been amended, definitions of industry and worker having been given as follows: "Industry" means any business, trade, manufacture, undertaking, calling or employment in which workers are employed. "Worker" means any person of any age or either sex employed by any employer to do any skilled or unskilled manual or clerical work for hire or reward in any industry. When the same objection was recently taken to hairdressers' assistants seeking the benefit of the Act, Mr. Justice Cooper overruled the objection. It was admitted, he said, that the business of a hairdresser was of a non-productive character, but it

was one in which manual work was done. He entirely agreed with Mr. Justice Edwards, but since then the Legislature, as he believed, had enlarged the jurisdiction of the court, extending the provisions of the Act to employment of a non-productive, but of a non-professional, character. The question, however, was so difficult and so important that he would like to see it the subject of a Supreme Court ruling.

### A CORRECTION.

In last issue we omitted, in giving a list of Canadian manufacturers who have exhibits at the Glasgow Exposition, the name of The Lyman Brothers & Co., Limited, wholesale druggists, Toronto. This firm is displaying quite a large exhibit there and are the only exhibitors of chemicals of Canadian manufacture at the Glasgow Exposition as well as the only ones at the Paris Exposition.

### BOOKS AND PUBLICATIONS RECEIVED.

New York Chamber of Commerce—Annual Report, 1900-1901.

Ontario Bureau of Industries—Annual Report.

Apple Culture—Department of Agriculture.

British Chamber of Commerce of Egypt—Annual Report.

Experimental Farms—Annual Report, 1900.

British Columbia Minister of Mines—Annual Report.

List of Financial, Manufacturing, Transport and Other Companies Established in Egypt.

Bounties on Shipbuilding—British.

Gas and Oil Engines in Foreign Countries—United States Consular Reports.

Engineering Directory of England.

British Consular Reports:

Cement Industry of the United States.

Trade of Amoy, China.

Trade of Beira, Portugal.

Trade of Bulgaria.

Trade of Consular District of Caracas, Venezuela.

Trade of Consular District of Smyrna Turkey.

Trade of Denmark.

Trade of French Indo-China.

Trade of Hamburg and District.

Trade of Inhambane.

Trade of Leghorn, Italy.

Trade of Malaga and District.

Trade of Spain.

Trade of New Caledonia.

Trade of Newchwang, China.

Trade of Ningpo, China.

Trade of Persian Gulf.

Trade of Peru.

Trade of Philippine Islands.

Trade of Pondicherry and Karikal.

Trade of Samshui, China.

## TRADE WITH SOUTH AMERICA.

SOME FACTS REGARDING THIS FIELD FOR CANADIAN ENTERPRISE.

From The Maritime Merchant.

MR. GEORGE H. FLINT, who represents the Linotype Company of Canada, was in Halifax a week or so ago, on which occasion The Merchant had the pleasure of meeting him. Mr. Flint has travelled extensively, and among other places has visited South America. Having studied trade matters in the Southern continent of this hemisphere he is well armed with data regarding the possibilities of better trade between Canada and the various countries comprised therein.

"South America is a country of trade opportunities for Canadian merchants and manufacturers. The great handicap at the present time is that we have no direct shipping communication with any of the numerous countries of the South American continent, but must depend upon the lines running out of American ports. The trade just now is largely in the hands of England and Germany, and it is said, the Germans are encroaching on the English. The reason for this is the fact that the German trader makes a point of providing his customers with the article that is in demand, while in most cases the English trader will provide only what he has been in the habit of handling, giving not the necessary attention to the changing trade conditions of the country. This is particularly the case in the western part of the continent. But in Argentina, the great commercial interests are English. For example, there are no less than four English banks in that country with a combined capital of almost \$25,000,000, including their reserve fund. The railways are also virtually under British control, nearly all the 9,000 miles having been built by British capital and being now under British management. Although a third of the population of some 4,000,000 people live in the cities, the volume of trade in 1899 exceeded that of Canada, being in round numbers about \$301,000,000 and exceeding the trade of Canada by about \$50,000,000. The imports from the United States in that year were \$15,466,000, an increase over the previous year of \$4,000,000. From the United Kingdom the imports were \$43,671,000, an increase of about \$4,500,000. Canada in that year (1899) exported to Argentina \$646,070 worth. Taking this republic as a country with which Canada might develop a trade, there are any number of lines that might profitably be introduced. Boots and shoes, clothing, agricultural implements, type-writing machines, pianos, organs, fishstuffs; in fact, anything that Canada can produce at a price and of a quality to compete with American, English and German manufacturers. Argentina is a protective country, and Canada is on the same level, as far as that is concerned, with other countries, though there are said to be a few lines in



which the tariff favors Canadian products, such, for instance, as lumber.

"The true principle for the encouragement of trade in those countries is to obtain men of the stamp of Mr. Larkc, who is our commissioner to Australia, to watch the developments of trade and keep our merchants and manufacturers informed as to the conditions and requirements of foreign countries, and then our traders must be prepared to supply their goods promptly and on the same terms and conditions as competing nations. It is better by far not to make any attempt at trade at all than to attempt and bungle. So far as the people are concerned, they are fair, straightforward in their business dealings, and quite as well informed as the men who do business in Canada. It is a very grave mistake for a business man in this or in any other country to go to South America with the idea that he is dealing with an inferior people. In the more advanced parts of Argentina the younger generation is growing up with a good education and the people of the future in that country are bound to be a very fine race."

### CANADA'S TRADE WITH TRINIDAD GROWING.

The following letter from Mr. T. Geddes Grant, of the Canadian Agency in Trinidad, contains matter of encouragement for Canadian shippers:

PORT-OF-SPAIN, TRINIDAD, B.W.I.,  
June 20, 1901.

To the Exporters and Producers of Canada:

The increase of trade between Canada and Trinidad is now assured. A year ago I was not so sure of it, but I am to-day. In future you are going to buy more of our products and we are going to buy more of yours; the trade returns point that way, and the feeling of the people is favorable. I hope to see the day when Canada will supply us with 75,000 barrels of flour per annum. She can do it, and profitably too. One or two low-grade Canadian flours have at last succeeded in securing quite a good hold in Trinidad, and, if the business is properly and thoroughly pushed, there is much trade to be done. Personally, I am glad to report a steady increase in the volume of consignments, and am much encouraged with the expressions of satisfaction received from Canadian consignors. Goods received have been fortunate enough to strike the market right on a number of occasions during the past quarter, and, as a result, especially good returns on some lines of goods were made. The Trinidad market is an expanding one. It will get bigger, not smaller, as the industrial development of the Island continues, and those who secure a foothold for their products to-day will reap a cumulative benefit in the future. Rates of freight from points in Canada to Trinidad may be obtained from Pickford & Black, Halifax, N.S.

Yours very truly,

T. GEDDES GRANT,

Port-of-Spain, Trinidad.

## NOW IS THE TIME TO ACT.

MR. JAMES CUMMINGS, Trade Commissioner at Durban, Natal, writes to the Department of Trade and Commerce under date of June 7, as follows:

"Since I had the honor of writing you formerly from this place, have visited all the business towns in the colony of Natal, and find a general demand for goods that Canada could supply at a profit, better than the present arrangements from Great Britain and the United States. At many points in Natal I discovered Canadian lumber, doors, furniture, asbestos, canned fish and fruits, bacon, cheese, etc., on sale and bought as Yankee or British products. The wholesale merchants in South Africa usually handle all kinds of goods, and seldom purchase direct from the manufacturers in Britain or the United States. Their orders are sent for all classes of goods to purchasing shipping commission houses in London or New York. The house in New York may buy a dozen parcels of goods for the South-African firm from different manufacturers in the United States, pay for the same, group and forward all in one consignment from New York by steamer or sailer, charging 2 1-2 to 5 per cent. commission, drawing at sight. The New York commission shipping houses have travelling representatives in Natal, an agency in Durban, the port of Natal pushing the sale of all kinds of United States goods especially, only selling Canadian when they have nothing to offer quite so good or cheap. The large increase in the imports from the United States, Germany, France and Belgium, are owing to the efforts of pushing commercial travellers from these countries as well as easy modes of transportation direct.

### THE IMPORTANCE OF DURBAN.

"The port of Durban, owing to the efficient railway service north of the Transvaal, is favorably situated to handle a large share of the Johannesburg trade when peace is restored, and as the Rand is the main-spring of African trade this is bound to be an important distributing and receiving port. If one or two commission houses in Montreal or Quebec would open agencies in Durban, and keep travellers in the interior, a profitable trade would be developed at once between Canada and Natal. The expenses of travelling and selling goods here are too heavy for ordinary exporters in single lines, but a shipping house in touch with Canadian manufacturers would soon open up a steady trade with this country in lumber, timber, furniture, agricultural implements, carriages, boots and shoes, canned meats, fish and fruits, and at certain seasons, in butter, cheese, eggs, apples and vegetables. Evaporated apples from the State of New York sell at about the same price here as apricots, and apple pie from evaporated apples is the sterling dessert at the best hotels. Our northern fruits have a different flavor from the Australian and Californian, and would suit the demand here much better than what are now sold. New Zealand apples sell as a luxury here at 50 cents each, and fine oranges at \$1 each.

### NOW IS CANADA'S TIME.

"This country will not be able to feed itself for years, and, with the wondrous gold developments progressing, now is the time for our Canadian merchants to obtain a part of a valuable trade waiting for them. The mercantile classes of Natal will give Canadian, as they do now Australian, goods the preference over any foreign country, and in my intercourse with many of their legislators I found a strong desire, expressed publicly and privately, that when a new Customs arrangement is made for South Africa the example of Canada would be followed and that Great Britain and the sister colonies should have preferential trade advantages over the foreigner, and thus gradually bring about Imperial federation.

"I am now on my way to East London and Port Elizabeth, and will remain in Cape Town and Cape Colony until the end of July, going as far north as the Boers will permit."

### LOOKING FOR SUMMER EMPLOYMENT.

Mr. John T. McKay, student of Mechanical and Electrical Engineering at the School of Practical Science, Toronto, has requested us to state that he is open to receive employment from any manufacturer for the summer vacation. His address is 38 Shannon street, Toronto.

### PRICES WANTED FOR SHOVEL HANDLES.

THE following inquiry for goods has been received from a manufacturer's agent in Birmingham, and will, no doubt, prove of interest to manufacturers of the articles mentioned:

Price is asked for three carloads of ash stems for shovels, the run of the lathe, that is, all grades mixed, tied up in bundles of 2 dozen, 32 in. long by 1½ in. in diameter, tapering to 1¾ in. Must be full size and good sound timber, and well turned, without marks of the tools. Also two carloads of No. 1 grade D handles, American pattern, 30 in. long, in cases of 25 to 30 dozen each case.

It is understood in both cases that a carload is 1,200 dozen. Prices are required d/d c.i.f. Glasgow.

The firm inquiring for these goods was established in 1887. Their connections are with the export merchants of Glasgow and district, and also the factors and buyers throughout the country and in London. They have sub-agents in London, Manchester, Sheffield, Glasgow and Belfast, and are in a position to handle any saleable articles in the hardware trade. A copy of their weekly list, which has been issued regularly for 10 years, has also been received.

Any members wishing to communicate with this firm can obtain the address from the secretary.



# MEMBERS' BUSINESS DIRECTORY.

The attention of members is invited to the desirability of having a business card inserted under one or more headings in the following column. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business. A ready reference to the industries represented in the Association is by this means possible.

## ACCOUNT BOOKS.

**The Brown Brothers, Limited,**  
51-53 Wellington West, TORONTO,  
Manufacturers of Account Books, Leather Goods, etc. Stationers and Bookbinders.

## AGRICULTURAL IMPLEMENTS.

**David Maxwell & Sons,**  
ST. MARYS, ONT.  
Manufacturers of Harvesting Machines, Stock Raisers' Implements and General Farm Machinery.

## ASBESTOS.

**The Eureka Mineral Wool & Asbestos Co.,** 136 Bay street,  
TORONTO.  
Asbestos Cement, Paper, Mill Board, Wick, Rope, Pipe and Boiler Coverings, Packings, etc.

## AXES.

**Dundas Axe Works**  
DUNDAS, CANADA.  
P. Bertram, Manager.  
Manufacturers of all kinds of Chopping Axes, making a specialty of quality and finish.

## BAGS.

**The Canada Jute Company, Limited,**  
492 William St., MONTREAL.  
Manufacturers of Jute and Cotton Bags. Importers of Twines, Hessians, Baggings, etc. Telegraphic address, "Calender," Montreal.

## BANK AND OFFICE FITTINGS.

**The Globe Furniture Co., Limited,**  
WALKERVILLE, ONT.  
Counters, Screens and Metal Work for same; Standing Desks, Dado, Doors and General Interior Finish; Store Fixtures.

## BELTING—LEATHER.

**The Beardmore Belting Co., Limited.**  
Manufacturers of Leather Belting. Dynamo and Double Driving Belts our specialty. Write for discounts.  
TORONTO, ONT., 39 Front St. East.  
MONTREAL, QUE., 57 St. Peter St.

## BICYCLE SUPPLIES.

**Boston Wood Rim Co'y, Limited,**  
TORONTO.  
Manufacturers "Laminated" and "One Piece Rims" for Bicycles, Motor Carriages, Sulkies, etc. Mud and Chain Guards.

## BICYCLES AND MOTORS.

**Canada Cycle & Motor Co'y, Limited,**  
TORONTO, CAN.  
Mfrs. of Bicycles, Motor Vehicles, Marine Motors and Launches.  
Works—Toronto and Brantford, Catalogue on application. Cable address, "Cyclemote" Toronto. A. B. C. and A. I. Codes used.

## BILLIARD TABLES.

**Samuel May & Co.,**  
74 York street, TORONTO.  
Billiard Table Makers.  
Billiard and Pool Ball Turners.  
Billiard Cue Makers.  
Billiard Cloth Importers.  
Send for Catalogue and Price List.

## BOILERS—WATER TUBE.

**The Canadian Heine Safety Boiler Co.**  
Esplanade, Opposite Sherbourne St.,  
TORONTO.  
Water Tube Steam Boilers for all pressures, duties and fuels. Marine and Stationary, from 50 to 600 horse-power units.

## BOOTS AND SHOES

**The Ames-Holden Co. of Montreal,**  
MONTREAL, QUE. Limited.  
Boots and Shoes. Sole selling agents for the Granby Rubber Company.  
Branches—St. John, N.B., Toronto, Ont., Winnipeg, Man., Vancouver, B.C., Victoria, B. C.  
**J. D. King Co., Limited, Toronto.**  
Sole agents and users of the Flexible and Non-Squeaker "Patent Sleeper Insoles"—light, conforms to the shape of the foot, strong and very durable. Also agents for the "Dr. Reid Cushion Shoe" for tender feet, especially adapted for people up in years. Man'rs of the "King Quality" lines of Boots and Shoes, and only agents of the stub Proof Rubbers.

**J. & T. Bell,**  
(Established 1514.)  
178-180 Inspector St., MONTREAL.  
Fine Footwear.

**The John McPherson Co., Limited,**  
HAMILTON, ONT.

Manufacturers of Fine Shoes.

## BOX MANUFACTURERS.

**G. & J. Esplin,**  
Office, 120 Duke St., MONTREAL, QUE.  
Box Manufacturers,  
Lumber Merchants,  
Saw and Planing Mills.

## BOXES—WOOD.

**Barchard & Co., Limited,**  
135-151 Duke Street, TORONTO.  
Manufacturers of Wood Packing Boxes of every description.  
Wood Printers.  
Telephone 30.

## BRASS GOODS.

**Garth & Co.,** Established 1828.  
536 to 542 Craig St., MONTREAL.  
Brass and Iron Founders,  
Plumbers and Steamfitters,  
Fire and Water Department Supplies.

**The Robert Mitchell Co., Limited,**  
MONTREAL.  
Manufacturers of Brass Goods for plumbers, gas and steam fitters. Gas and Electric Light Fixtures, Ornamental Brass and Iron Work.

**The James Morrison Brass Mfg. Co., Limited,**  
89 to 97 Adelaide St. W. TORONTO.  
We make and handle everything for Engineers and Plumbers; Gas and Electric Fixtures.  
Telephone Main 3836.

## BROOMS AND BRUSHES.

**Boeckh Bros. & Company,**  
TORONTO.  
Manufacturers and Exporters of Brushes, Brooms, Woodenware and Display Tables.



**The MacLean Publishing Co., Limited,**  
MONTREAL AND TORONTO.

Publishers of "The Canadian Grocer," the grocery and general store paper of Canada. The only exclusively grocery paper in Canada. Advertisements of brushes and brooms in this medium bring splendid returns.

**Meakins & Sons,**  
HAMILTON.

Meakins, Sons & Co'y, Montreal.  
Manufacturers of Brushes.  
Toronto Office, 74 Bay Street.

**Taylor, Scott & Co.,**  
TORONTO, CAN.

Manufacturers and Exporters of Brooms, Brushes, Washboards, etc.  
Write us for prices.  
Cable address, "Woodenware," Toronto.

**CANNERS' SUPPLIES.**

**The Norton Mfg. Co.,**  
HAMILTON, ONT.

Fruit, Paint, Lard and Baking Powder Cans.  
Wire and Bar Solder.  
Capacity one hundred and fifty thousand cans daily. Correspondence solicited.

**CARPETS.**

**The Dominion Carpet Co., Limited,**  
SHERBROOKE, QUE.

Manufacturers of Brussels and Wilton Carpets and Rugs. Spinners of Worsted and Wool Yarns.

**The MacLean Publishing Co., Limited,**  
MONTREAL AND TORONTO.

Publishers of "The Dry Goods Review." Only paper in Canada devoted exclusively to dry goods, millinery, men's furnishings, hats, caps and clothing trades. Good carpets properly advertised in this medium are easily sold.

**The Toronto Carpet Manufacturing Co.**  
TORONTO. Limited.

Manufacturers of Wool and Union Ingrain Carpets and Art Squares, Axminster Carpets and Rugs; Smyrna Whole Carpets and Rugs.

**CHEESE.**

**A. F. MacLaren Imperial**  
Cheese Co'y, Limited,  
51 Colborne St., TORONTO, CANADA.

Manufacturers of MacLaren's Imperial Cheese in White Opal Jars. Importers and Exporters of Foreign and Domestic Cheese.  
Cable Address, "Dairymaid."

**CHILDREN'S VEHICLES.**

**The Gendron Mfg. Co'y, Limited,**  
TORONTO, CANADA.

Makers of Children's Vehicles, Reed and Rattan Furniture.

**CLOTHING.**

**E. Boisseau & Co.,**  
Yonge and Temperance Streets,  
TORONTO, CANADA.

Wholesale Tailors, manufacturers of "Tiger Brand Clothing," Men's, Youths', Boys' and Children's Clothing.

**CONFECTIONERS' MACHINERY.**

**Fletcher Manufacturing Company,**  
TORONTO, CANADA.

Onyx, Marble and Silver-plated Soda Water Fountains; Bakers', Confectioners' and Cooks' Tools, Machines, Utensils and Supplies; Waxed Paper Julep Straws.

**COPPER WORK.**

**The Booth Copper Co., Limited,**  
TORONTO, CANADA.

Coppersmiths and Metal Spinners.  
Brewers', Distillers' and Confectioners' Copper Work.

**Coulter & Campbell,**  
155-157 George St., TORONTO.

Manufacturers of Distillers', Brewers' and Confectioners' Copper and Brass Work. Marine, Dyers', and Varnish, Copper and Brass Work. Metal spinning work to order.

**CORRUGATED IRON.**

**The Metallic Roofing Co., Limited,**  
TORONTO, MONTREAL and WINNIPEG.

Manufacturers of Corrugated Iron, painted or galvanized; straight or curved; any gauge or length up to 10 ft.  
Our Corrugated Iron is pressed, not rolled, consequently corrugations fit accurately.

**CREAM SEPARATORS.**

**The Raymond Mfg. Co. of Guelph,**  
GUELPH, ONT. Limited.

Manufacturers of the "National" Cream Separator and "Raymond" Sewing Machines

**DISTILLERS.**

**Hiram Walker & Sons, Limited,**  
WALKERVILLE, ONT.

And London, New York, Chicago, Atlanta, Mexico City, Victoria, B.C.

"Canadian Club" Whiskey.

**DRESSINGS—LEATHER.**

**Domestic Specialty Co.,**  
HAMILTON, ONT.

Manufacturers of Blackings, Dressings, Dyes, Stains, Waxes, Bottom and Edging Inks and Rubber Cement.

**DYERS AND FINISHERS—SPECIAL**

**The Merchants Dyeing and Finishing Co.,**  
Liberty St., TORONTO. Limited

Dyers and Finishers of all classes of Woolen or Half-Wool Dress Goods—whether made in Canada or Europe. Also Japanese Silks. Correspondence solicited.

**ELECTRICAL APPARATUS.**

**The Canadian General Electric Co.,**  
Limited,

Head Office: TORONTO.

Factories—Toronto, Peterborough, Montreal.  
Branch Offices—Montreal, Halifax, Winnipeg, Vancouver, Rossland, Nelson.  
Manufacturers of Electrical Machinery of all kinds—Power, Lighting, Railway.  
We furnish complete installations.

**ELECTRICAL SUPPLIES.**

**The Canadian General Electric Co.,**  
Limited,

Head Office: TORONTO.

Factories—Toronto, Peterborough, Montreal.  
Branch Offices—Montreal, Halifax, Winnipeg, Vancouver, Rossland, Nelson.  
Lamps, Wire, Meters.  
We carry a large stock of all Electric Supplies. Write for Catalogue.

**ENAMELLED WARE.**

**Kemp Manufacturing Co.,**  
TORONTO, ONT.

Enamelled Sheet Metal Ware, Plain and Retinned Stamped Ware, Japanned Ware, Sheet Steel and Galvanized Ware, Stove Shovels, Stove Boards, Copper Ware, Oil Stoves, Machine Oilers, Tinned Spoons, Lanterns, Wire Goods and Metals.  
Cable Address, "Metalsdon," Toronto.

**ENGINE PACKINGS.**

**Hamilton Engine Packing Co.,**  
HAMILTON, ONT.

Exclusive manufacturers of Clappison Improved Engine, Pump and Ammonia Packings, Sectional Asbestos Magnesia and Mineral Wool, Pipe and Boiler Coverings, Loose Mineral Wool, Smith's Adjustable and Tubular Boiler Gaskets, Rainbow and other Sheet Packings, Boiler Tube Scrapers and Blowers, Cotton Waste, Oils, Belting, and Engineers' Supplies in general.

**ENGINES AND BOILERS.**

**The Polson Iron Works,**  
TORONTO.

Engineers, Boilermakers, Steel Shipbuilders; Builders in Canada of the Yarrow and Moscher Water-Tube Boilers.  
Works and Office, Esplanade St. East.



**ENGRAVERS.****The Grip Printing & Publishing Company  
of Toronto, Limited,  
TORONTO.**

Designers, Engravers, Printers, Publishers,  
Half-tones, Wood Cuts, Electros, Cuts of all  
kinds, Booklets, Catalogues, Calendars, Illus-  
trated Printing.

**ENVELOPES.****The Barber & Ellis Co., Limited,  
TORONTO.**

Envelopes of every quality and size. The  
largest output in the Dominion.

**FIXTURES—ELECTRICAL AND GAS.****Garth & Co.,**

536 to 542 Craig St., MONTREAL.

Decorative Metal Workers in  
Electrical and Gas Fixtures,  
Brass, Iron and Copper.

**FUEL.****The Standard Fuel Co.,  
TORONTO.**

Importers  
All-rail Coal.  
Prompt Shipments Guaranteed.

**FURNITURE.****The Anderson Furniture Company,  
WOODSTOCK, ONT., CAN. Limited.**

BRANCH—Bell Wharf, South Bromley, Lon-  
don, E., England.

Manufacturers and Exporters of all kinds of  
Chairs, Tables, Desks, etc.

**FURNITURE—CHURCH AND SCHOOL****The Globe Furniture Co., Limited,  
WALKERVILLE, ONT.**

Pews, Rails, Screens, and Platform and Chan-  
cel Furniture; Model Automatic Desks and  
Teachers' Desks; Lecture Room Chairs,  
Settees, etc.

**FURNITURE—OFFICE AND SCHOOL.****The Canadian Office & School  
Furniture Co., Limited,  
PRESTON, ONT.**

Manufacturers of Office, School, Church,  
Lodge and Opera House Furniture; Bank,  
Office, Hotel, Drug, and Jewelry Store and  
Court House Fittings a specialty.

**The Office Specialty Mfg. Co., Limited,  
TORONTO.**

Letter Files, Cabinets, Supplies, Office Desks,  
School Desks, etc., Metallic Vault and Library  
Furniture, Trucks.

**FURNITURE—REED AND RATTAN****The Gendron Mfg. Co'y, Limited,  
TORONTO, CANADA.**

Makers of Children's Vehicles, Reed and  
Rattan Furniture.

**GRATE BARS.****The Cylone Grate Bar Co.  
of Toronto, Limited.**

Office: 10 King St. West, TORONTO, CANADA.

Perfect combustion obtained from any fuel,  
especially cheap fuels, such as screenings.  
Hence, practically no smoke, due to the move-  
ment of the grate and the large area of air pas-  
sing through same. Write for particulars, etc.

**HEATING BOILERS.****Dominion Radiator Co., Limited,  
TORONTO, CANADA.**

Safford Boilers for Steam and Hot Water  
Heating.

Send for Catalogue.

**The Star Iron Company, Limited,  
593 Craig St., MONTREAL.**

Mfrs. of the new "Star" Hot Water Heater  
with Syphon Injector and Moving Ash Sifter.  
Hot Water and Steam Fittings.

Bell Telephone, 2621. Merchants' Telephone, 887.

**INTERIOR WOOD WORK.****The Chas. Rogers & Sons Co., Limited,  
TORONTO.**

Bank and Office Fittings, Mantels, Furniture  
and Upholstery.

**IRON MANUFACTURES.****The Abbot-Mitchell Iron and Steel Com-  
pany of Ontario, Limited,  
BELLEVILLE, ONT.**

Manufacturers of Bar Iron and Steel, Nails,  
Spikes, Washers, etc.

**H. R. Ives & Co.,  
MONTREAL.**

General Founders.  
Artistic Iron Work of all descriptions.  
Brass and Iron Bedsteads, etc., etc.

**The MacLean Publishing Co., Limited,  
MONTREAL AND TORONTO.**

Publishers of "The Hardware and Metal Mer-  
chant," the only paper in Canada circulating  
exclusively, among hardware, paint and oil  
dealers, plumbers and steamfitters, millmen,  
machinists, foundrymen and other manufac-  
turers.

**Pillow & Hersey Mfg. Co., Limited,  
MONTREAL.**

Cut and Wire Nails, Wrought Iron Pipe,  
Horseshoes, Spikes, Tacks, Bolts and Nuts,  
etc.

**JEWELRY.****P. W. Ellis & Co.,  
TORONTO.**

Manufacturing Jewelers and Silversmiths.  
Diamonds and Precious Stones, Fine Gold  
Jewelry, Locketts, Chains, Rings, Watches,  
etc. Manufacturers of "Regal" Solid Gold  
Watch Cases. Importers of American Clocks,  
etc.

**John Wanless & Co.,**

Established 1840. TORONTO.

Manufacturers of Rings, Brooches, Watch  
Chains, Medals, Class Pins, Locketts, Cuff  
Links and Fine Diamond and Pearl Jewellery

**LAMPS.****The N. L. Piper Railway Supply Co.,  
Limited,**

314 Front Street West, TORONTO.

Switch and Signal Lamps, Ship Lamps, Sema-  
phore Signals, Electric Mirror Reflectors,  
Motor Headlights.

Send for Catalogue. Mention line required.

**LEAD PIPE.****The James Robertson Co'y, Limited,  
TORONTO.**

Babbitt Metal, Lead Pipe, Lead Traps, Lead  
Shot, Colors in Oils, Colors in Japan; Putty,  
Ready Mixed Paints, White Lead, Metals,  
Painters' and Plumbers' Supplies, Saws and  
Varnishes.

265-283 King St. West, cor. Dorset St.  
Telephones 819, 1511, 1292 and 8406.

**LEATHER.****Bickell & Wickett,  
TORONTO.**

Staple and Fancy Leathers, Colored Sides in  
Bag, Valise, Trunk, Football, Furniture, Shoe.  
Bookbinding Goods, etc.

**The Breithaupt Leather Co., Limited,  
Head Office, BERLIN, ONT.**

Tanners and Leather Merchants.  
Home and Export Trade.

Tanneries at Berlin, Penetang and Listowel, Ont.

**Clarke & Clarke, Limited,  
TORONTO, CANADA.**

(Established 1852)

Leather Manufacturers—Colored Sheepskins,  
Glazed Sheep Kid, Napa Button Fly, Book-  
binders' and Fancy Leather, Skivers, Fleashes  
and Russets.

Montreal—22 Lemoine St. Cable Address,  
Quebec—493 St. Valier St. "Clarkes, Toronto."



**A. R. Clarke & Co., Limited,**  
(Established 1852.) **TORONTO, CANADA.**  
Manufacturers of Patent, Glazed, and Dull Kid; Patent, Glazed, Boxed, and Dull Calf; Mochos, Kid, Swedes, Reindeer, Buckskin, Chrome Asbestos Tan Gloves and Mitts, Chrome Asbestos and Indian Tan Moccasins.  
**Montreal—22 Lemoine St. Cable Address, Quebec—493 St. Valler St. "Arc. Toronto."**

### LEDGERS—LOOSE LEAF.

**The Copeland-Chatterson Co., Limited,**  
**TORONTO.**  
Originators and Manufacturers of Loose Leaf Systems and Perpetual Ledgers.  
Systematizers of business methods.

### LITHOGRAPHERS.

**The Harris Lithographing Co.,**  
**6 and 8 Bay street, TORONTO.**  
General Lithographers and Engravers.  
Show Cards, Catalogue Covers, Labels, etc.

### LOCKS AND BUILDERS' HARDWARE.

**The Gurney-Tilden Co., Limited.**  
**HAMILTON, CANADA.**  
Manufacturers of all styles of Rim and Mortise Locks Knobs, Escutcheons, Door Bells, Butts, etc., etc.  
Catalogue on application.  
Correspondence invited.

**The Toronto Lithographing Co., Limited,**  
**Cor. King and Bathurst streets,**  
**TORONTO, CANADA.**  
Lithographers and engravers by all processes. Manufacturers of High-Class Advertising Novelties. Map Engravers and Fine Art Printers, etc., etc.

### METALLIC CEILING.

**The Metallic Roofing Co., Limited,**  
**TORONTO, MONTREAL and WINNIPEG,**  
Make countless beautiful designs of Metallic Ceiling and Wall Plates; with Borders, Friezes, Dados and every detail to match. They are easily applied, are ornamental, fireproof and sanitary.

### MINERAL WOOL.

**Eureka Mineral Wool & Asbestos Co.,**  
**TORONTO, CANADA.**  
Mineral Wool for Insulation of heat, cold and sound in private residences, public buildings, cold storage, etc.

### MOULDINGS.

**Adamson Moulding Company,**  
**TORONTO.**  
Mouldings, Frames, Bamboo Goods and Fancy Goods. Specially low figures offered on all mouldings in the white for export trade.  
Cable Address, "Manwil."

**The Woltz Mngf. Co., Limited,**  
**130-132-134 Richmond St. West,**  
**TORONTO, ONT.**  
Manufacturers of fine Mouldings, Frames, etc. Special attention given to export and mail orders. Gold work a specialty.

### OILS.

**Sun Oil Refining Co.,**  
**HAMILTON.**  
Manufacturers and Importers of High-Grade Pennsylvania Lubricating and Illuminating Oils.

### OIL CLOTHS.

**The Dominion Oil Cloth Co., Limited,**  
**MONTREAL.**  
Manufacturers of Oil Cloths of every description. Floor Oil Cloth, Table Oil Cloth, Carriage Oil Cloth, Enamelled Oil Cloth, Stair Oil Cloth, etc.

### ORGANS.

**The Bell Organ & Piano Co., Limited,**  
**GUELPH, ONT.**  
Manufacturers of High-Grade Upright Pianos and Reed Organs and Automatic Piano and Organ Players.

**W. Doherty & Co.,**  
**CLINTON, ONT., CANADA.**  
Manufacturers of the only Doherty Organ.  
Foreign Trade Solicited.

**Thomas Organ and Piano Co.,**  
**WOODSTOCK, ONT.**  
Manufacturers of High-Grade Reed Organs in Five and Six Octaves; Piano and Organ Chairs and Stools.

### PACKING-HOUSE MACHINERY.

**Wm. R. Perrin & Co'y,**  
**122 Church St., TORONTO.**  
Manufacturers of machinery for packing houses and abattoirs.

### PAINT AND VARNISH MAKERS.

**Andrew Muirhead,**  
**Office, 82 Bay Street, TORONTO.**  
Manufacturer of Paints, Varnishes, etc.  
Warehouse, 15 and 17 Mincing Lane.  
Factory, St. Lawrence Street.

**A. Ramsay & Son,**  
**MONTREAL.**  
Manufacture Paints, Varnishes, etc.;  
Import Glass, Brushes, Artists' Materials,  
Painters' Tools, etc.

**The Sherwin-Williams Co.,**  
**Cleveland, Chicago, New York,**  
**Montreal, Boston, Toronto,**  
**San Francisco, Kansas City, Newark.**  
Paint and Varnish Makers. The largest paint makers in the world.

### PAPER BOXES

**Imperial Paper Box Co.,**  
**73 Adelaide West, TORONTO.**  
Printers and manufacturers of all kinds of Fancy Paper Boxes, Sample Cards, Trays, etc.  
Wm. Gardner. Tel. 725. J. G. T. Wilson.

### PAPER.

**Wm. Barber & Bros.,**  
**GEORGETOWN, ONT.**  
Paper-Makers.

**The Toronto Paper Mfg. Co.,**  
**CORNWALL, ONT.**  
Makers of Super Book,  
Envelopes and Writing Paper,  
Colored Flats and Linen Ledgers.

### PATENTS.

**Charles H. Riches,**  
**Canada Life Building, TORONTO.**  
Solicitor of Patents, Expert and Counsellor in Patent Causes.  
Patents, Trade Marks, Copyrights, Design Patents procured in Canada and all foreign countries.

**Ridout & Maybee,**  
**TORONTO, OTTAWA, WASHINGTON.**  
Solicitors of Home and Foreign Patents, Trade Marks, Copyrights, Designs.  
Handbook of Patent Law, etc., sent free on application.

### PHARMACEUTICAL CHEMISTS.

**Parke, Davis & Co.,**  
**Laboratories and General Offices,**  
**WALKERVILLE, ONT.**  
Branch Offices and Warerooms, 378 St. Paul Street, Montreal, Que.

**The Griffiths & Macpherson Co., Limited,**  
**Pharmaceutical Chemists,**  
**TORONTO, CAN. BUFFALO, N.Y.**  
Proprietors of Griffiths' Menthol Liniment, Clarke's Kola Compound (the permanent cure for Asthma), Japanese Catarrh Cure (a guaranteed cure for catarrh), "Glyzine," the ideal vehicle—makes physicians' prescriptions palatable.

### PIANOS.

**The Bell Organ & Piano Co., Limited,**  
**GUELPH, ONT.**  
Manufacturers of High-Grade Upright Pianos and Reed Organs, and Automatic Piano and Organ Players.



**Gerhard Heintzman,**

69-75 Sherbourne street, TORONTO.

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The Canadian Cereal Company, Limited, at a meeting of shareholders held in Toronto last week elected its board of directors as follows: Thomas Martin, Mount Forest; J. D. Flavelle, Lindsay; E. V. Tillson, Til-

sonburg; Walter Thomson, Mitchell; D. L. Ross, Embro. At a subsequent meeting of directors the following executive officers were elected: President, Thomas Martin; Vice-President, J. D. Flavelle; Secretary-Treas., E. V. Tillson.

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## FOREIGN TRADE PAPERS.

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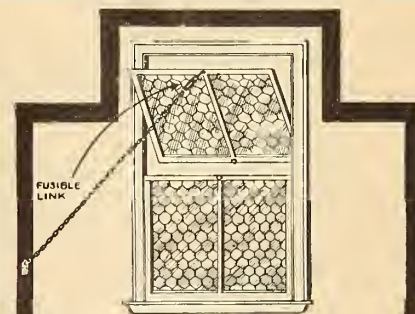
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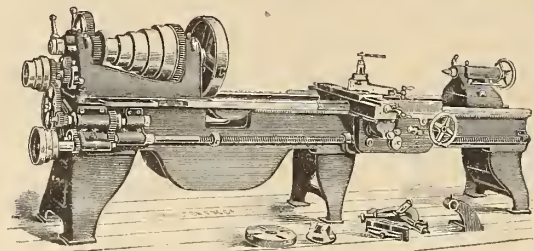
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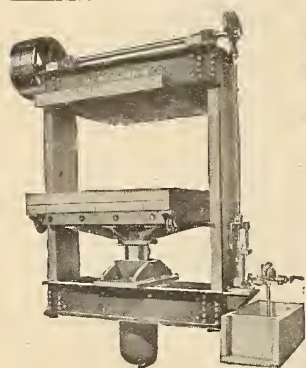


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